

NEWS SUMMARY

GENERAL

Moslems
hijack
plane
to Cuba

Two black American Moslems yesterday hijacked a Delta Airlines aircraft to Cuba and demanded to be flown to Tehran. Havan Airport was at a standstill while Cuban and U.S. officials tried to negotiate with the hijackers.

Officials offered to provide an aircraft to fly the hijackers to Iran if they allowed the passengers to leave the plane.

The Lockheed TriStar was carrying 51 passengers and 11 crew from Atlanta, Georgia, to New York when the pilot radioed that he had been ordered to fly to Cuba.

Rebels opposed

Pakistan is opposed to giving military aid and base facilities to the Afghan rebels, foreign affairs adviser Agha Shahi said. Such a policy would expose Pakistan to "very dangerous perils."

Mugabe returns

Guerrilla leader Robert Mugabe will return to Salisbury tomorrow following agreement on the release of 71 political detainees held in Mozambique. Page 2

Pretoria raid

Police stormed a Pretoria bank and killed three armed men who had held 20 people hostage for seven hours. The men had demanded freedom for South African black nationalist hero Nelson Mandela. Page 2

SALT 3 move

NATO Governments renewed their invitation to the Soviet Union to take part in a SALT 3 round of nuclear arms control talks. Page 2

Sinai handover

Israel handed over a large and strategically important central sector of Sinai to Egypt, completing the first part of the peace agreement. Page 2

Deaths inquiry

An inquiry into deaths in police custody will be undertaken by the newly appointed Commons Home Affairs Committee, which looks into the administration of the Home Office.

Police shot

Terrorists in Genoa shot dead two members of Italy's paramilitary carabinieri police. The Front Line urban guerrilla group later claimed responsibility. Page 2

Radioactive leak

Radioactive water was leaking from a nuclear laboratory tank cracked by the earthquake that shook California on Thursday but scientists said there was no danger to the public.

Whitelaw's veto

Home Secretary William Whitelaw personally took the decision to exclude World Peace Council president, Ramesh Chandra from Britain "for the public good," the Home Office said.

Briefly

Sheffield jewellers gave woman £120 for a pair of solid gold dentures found in her attic. Young girl was killed and 15 passengers injured when a bus and lorry collided at Llanelli, South Wales.

Knife blade was removed from a Cape Town man's back when he began to cough blood eight months after being stabbed.

Sleeping sickness has broken out in areas of eastern Uganda. West Germany's Walter Rohrl won the 48th Monte Carlo rally in a Fiat-Abarth 131.

Former Beatle Paul McCartney was deported from Japan, ten days after being arrested on a drugs charge.

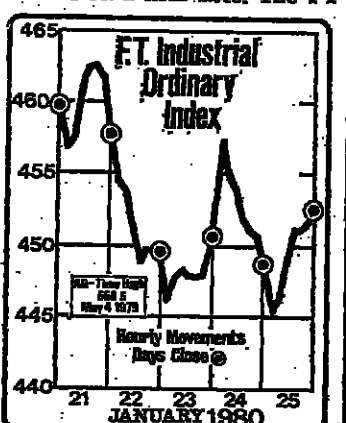
BUSINESS

Sterling
off 1.45c;
Equities
firm

STERLING was steady until just before the close when it fell sharply to finish 1.45c off at \$2.2640. Its trade-weighted index was 71.9 (72.1). DOLLAR made late gains, notably against sterling, to close at DM 1.7350 (DM 1.7315) and its index rose to 84.9 (84.7).

GOLD fell \$35 in London to close at \$670.

EQUITIES ended the trading session on a firm note. The FT



30-share index put on 3.7 to close at 452.4, reducing the loss on the week to 7.4.

GILTS sustained falls of up to 1 in longs and 1 in shorts, and the Government Securities index dropped 0.47 to 67.78.

WALL STREET was down 3.76 at \$76.19 near the close.

HONG KONG: The Hang Seng index rose 13.74 to close at 920.01, its highest for six years. Turnover was also at a six-year high.

Turkey bid to
boost economy

TURKISH Premier Suleyman Demirel announced a series of sweeping economic measures as Western Governments led by West Germany sought to coordinate an "immediate aid package." Back Page

JAPAN recorded a deficit of \$3.6bn (£3.5bn) on current account last year, by far the largest figure in its history. Back Page

HIRAM Walker-Gooderham and Worts' £80m bid for Highland Distilleries, the Scotch whisky group, is to be investigated by the Monopolies and Mergers Commission. Back Page and Page 18

JOHN BROWN construction and engineering group is making a bid worth \$80m (£35.3m) for the Leesona Corporation in the U.S. Back Page; Analysis and results, Page 19

MIDLAND Bank has sold its 10.46 per cent stake in Sedgwick Forbes Bland Payne, the UK's largest insurance broker for £21.1m. Back Page and Lex

P AND O FERRIES has bought a further 40 per cent stake in P and O Normandy Ferries from the Rothschild-backed SAGA Group of France for a sum understood to be less than £5m. Page 18

COMPANIES

EXXON of the U.S., the world's largest oil company, reported year-end earnings up 55 per cent from \$2.76bn to \$4.29bn (£1.85bn). Page 23

GOLD FIELDS of South Africa, 46 per cent owned by Consolidated Gold Fields, raised its interim dividend by 85 per cent to 130 cents, as gold earnings lifted first half net profits 42 per cent to R43.5m (£23.2m). Page 18

AUDIOTRONIC Holdings, the audio equipment group, incurred first-half losses of \$306,000 against £153,000. This included exceptional debits of £310,000. Page 18

GRIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES		LONDON SUMATRA	
Anderson	63 + 51	Singapore Para	63 + 9
BPB Inds.	188 + 9	Sungei Bahr	210 + 13
Barker and Dobson	29 + 34	Anglo Amer. Coal	£11 + 1
Blue Circle	278 + 8	Bracken	193 + 18
Boustead	60 + 7	Deelkraal	223 + 18
Ferguson Ind.	104 + 9	Other Explan	73 + 24
Hamilthorpe	63 + 8	Rio Tinto Zinc	402 + 20
Hammerman A	825 + 20	Rustenburg	270 + 10
House of Fraser	146 + 8	Samantha	78 + 31
Land Securities	288 + 6	SA Land	365 + 47
McKay Securities	145 + 10		
Nova (Jersey)	43 + 5		
Plessey	127 + 5		
Stocks (J)	104 + 14		
Tate and Lyle	170 + 6		
Turner and Newall	134 + 4		
United Scientific	437 + 11		
CCP North Sea	305 + 43		
Gas Oil Acreage	410 + 50		
Siebens (UK)	680 + 36		

Private steel faces
strike as BSC
peace moves fail

BY CHRISTIAN TYLER, LABOUR EDITOR

Peace overtures from the British Steel Corporation towards its major unions failed yesterday, as did a legal move by independent steelmakers to stop the strike spreading to the private sector from tomorrow.

Lord Denning, Master of the Rolls, is expected this morning to hear an appeal by 16 private steel companies against a judge's refusal yesterday to grant them injunctions to stop the four-week-old State steel strike spreading.

The British Steel Corporation's attempt to get the two main unions in dispute back into negotiation was spurned. The Iron and Steel Trades Confederation predicted that the strike, which began on January 2, would go into a sixth week. At talks on neutral ground, BSC officials told Mr. Bill Smith of the ISTC and Mr. Hector Smith of the Blastfurnacemen that it was ready to drop two of the conditions attached to its pay offer.

According to Mr. Sirs, the cash offer remained unchanged at 8 per cent at national level, with a minimum 4 per cent for locally-negotiated productivity deals paid as a lump sum bonus after each quarter.

BSC representatives had hinted that the 8 per cent might be increased, but this was not enough to make further negotiations worth while, said Mr. Sirs. BSC is understood to be ready to offer just under 10 per cent at national level.

The failure of BSC's approach

to the ISTC and NUB which together have 100,000 members on strike considerably reduces the value of the talks planned for tomorrow between the BSC and nine smaller unions which represent 70,000 members in the Corporation.

The legal action adds a new dimension to the dispute. About 20,000 private sector steelworkers have been called out from tomorrow in sympathy with their BSC colleagues. The unions' intention is to step up pressure on BSC and Government to meet their pay demands, by reducing steel supplies as quickly as possible.

Mr. Sirs said it was unlikely that the private companies' action could succeed, because of a recent House of Lords decision in a Fleet Street blacking case.

In *Express Newspapers v. McShane* the Lords overturned Lord Denning's judgment that sympathy action ordered by the National Union of Journalists was not protected by a long-standing trade union immunity from tort.

The NUJ's counsel in that case, Mr. John Melville Williams, QC, was representing the ISTC yesterday.

Before news of the judge's decision Mr. Sirs said he would

abide by the order of the courts but would "certainly" appeal if the case went against the union.

Commenting on his meeting with BSC managers, he said: "We discussed the possibility of bringing the negotiators back to the table. After a fair amount of discussion, it was obvious that we were not going to reach a stage of improvement that would allow us to do that."

BSC, he said, dropped from their proposed agreement the mention of 12,000 redundancies from plants otherwise unaffected by closure plans, and had dropped its demand for union involvement in discussion of the plan to shed 30,000 jobs, mainly from plant closures, by August.

He said he was ready to meet BSC again if it had anything further to say, but pointed out that his members on strike were now demanding 20 per cent without conditions. Mr. Sirs declined to give a figure acceptable to get negotiations re-started.

After yesterday's decision in judge's chambers, the union said the private sector strike would go ahead and would be widely supported.

No work for 5000 lorry drivers, Page 4

Public sector chiefs seek
spending cuts exemption

BY JOHN ELLIOTT AND MARTIN DICKSON

THE chairmen of the nationalised industries have asked for a meeting with the Chancellor of the Exchequer to urge that their funds should not be reduced as part of the Government's proposed public spending cuts.

They are also to ask for more freedom to raise money from external sources, and will complain that existing restrictions on their financial affairs are preventing some of them from going ahead with potentially viable investment projects.

The chairmen of 17 industries are involved in this attempt to influence Government policy. They have already met their individual sponsoring Ministers in recent weeks and had informal talks with Sir Geoffrey Howe before Christmas.

They are co-ordinated by the Nationalised Industries Chairmen's Group whose leaders are Sir Francis Tombs of the Electricity Council who is their chairman, and Sir William Barlow of the Post Office, the chairman-designate.

These two men, in particular,

believe that their finances are being unduly squeezed because of the Government's political commitment to monetary policy.

They have told Ministers that projects which would be authorised

Sir Geoffrey Howe, the Chancellor, yesterday gave the most explicit indication so far of the Government's intention to achieve substantial reduction in planned public spending to well below the level in the years before the last election—Page 4.

used in the private sector are being held up because of the Government's strict external financing limits set for the corporations.

One small example quoted is that British Rail's Sealink shipping business has been prevented from ordering a cross channel ferry under leasing arrangements because its cost would count against the cash limit.

The chairmen's complaints have emerged at a time of considerable controversy over the nationalised industries because of the steel strike and the increases in gas and electricity prices.

But their views are related more to their investment problems and the risk that their financial limits set last November for 1980-81 might be cut in the public spending review.

In general they do not object to their wage negotiations being restricted by cash limits, and are not asking for more financial freedom so that they can offer higher increases.

They have been annoyed by speeches made by some Ministers, including Mr. Adam Butler, a Minister of State for Industry, suggesting that all the £1.5bn included in the industries' total external financing limit is a burden on the taxpayer. They fear that remarks like this indicate that Ministers want to cut back on the November limits.

Racal wins Decca's agreement

BY CHRISTINE MOIR

AFTER A WEEK of bargaining, Racal Electronics has won the agreement of Decca's Board for an all-share offer which values Decca at \$66.4m. When the talks were first announced, Decca's value in the market was \$80m.

Sir Edward Lewis, Decca's 79-year-old chairman, has voted his own and his family's shares in favour of the bid and urges other shareholders to accept it.

Racal already owns 4.98 per cent of the voting capital, and the commitments made by Decca's Board and its associates give it control over another 17.2 per cent.

There is some ambiguity over the position of Dr. Dimenstein, Decca's Swiss director. Although he has joined the Board in recommending the offer, a company owned by his wife which holds 8 per cent has not yet given any undertaking to accept.

The terms of the offer give shareholders five Racal shares for every three voting shares, and three Racal shares for every two non-voting "A" shares.

After an initial sharp mark down to 206p in the market following the announcement, Racal's shares recovered sharply and ended the day 3p up at 226p.

At that level, Decca's voting shares are worth 377p, and the "A" shares 339p. In the market, Decca's voting shares came back from suspension to rise 5p to 360p. The "A" shares rose similarly to 325p.

The deal will involve Racal in issuing a maximum 27.24m shares, which represents an increase of a little over one-tenth in its capital.

Mr. Ernest Harrison, chairman of Racal, expressed the hope that Decca would do better than break even next year. He also Continued on Back Page Lex, Back Page

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Gold falls
\$35
after
week of
turmoil

By Paul Chesseright and
David Marsh

GOLD finished a turbulent week at \$670 an ounce in London yesterday, down \$35 overnight and nearly \$200 below Monday's record highs. After the London market closed, fresh profit-taking pushed the price down to \$650 in New York.

Trading volume was lower than during the hectic conditions at the start of the week.

The dollar gained further ground on the foreign exchange, boosted by firmer U.S. interest rates. It closed at its highest level this year against the Deutsche Mark at DM 1.7350.

This week's decline in the gold price has still not gone far enough to draw the jewellery industry back into the market on a regular basis. It is believed that buying from the industry came to an abrupt halt as the price passed \$600 more than a fortnight ago.

The situation has become sufficiently serious for Intergold, the marketing arm of the South African Chamber of Mines, to send a mission to Europe to advise the jewellery industry of the financing of stocks at high prices. But the chamber is not likely to offer the industry any direct financial aid.

Peter Riddell, Economics Correspondent, adds: The gilt-edged market remained weak for most of yesterday's trading after the shake-out and big price falls on Thursday.

The long-dated stock sold out on Thursday — 121 per cent Treasury 2003-05 — fell \$0.5 at one stage to \$24 before recovering slightly to close at \$24. This compares with an issue price of \$25 and the Government's broker's selling price of \$26. The gilt market was generally firmer in the afternoon.

The recent large sales of gilt-edged contributed to further shortages of liquidity in the money market and the Bank of England again intervened to give assistance on an "exceptionally large scale."

Money Markets, Page 25

\$ in New York

	Jan 24	Previous
Spot	\$2.2760-2775	\$2.2760-2795
1 mth	0.80-0.78 dis	0.85-0.80 dis
6 mth	1.75-1.65 dis	1.64-1.59 dis
12 mth	3.33-3.23 dis	3.55-3.40 dis

Prime rate in
U.S. begins
to edge up

BY DAVID LASCELLES IN NEW YORK

The U.S. prime rate started edging up again yesterday after a fall of several weeks when two large New York banks announced an increase of 1 per cent to 15 1/2 per cent.

This move did not break new ground since several banks had held at 15 1/2 per cent when the prime dropped from its record 15 1/2 per cent, set last November. But it fulfilled Wall Street's growing expectations that interest rates are set to rise again.

The move was led by Citibank, which sets its prime every Friday morning at 10 o'clock on the basis of a money market formula. Bankers' Trust followed shortly afterwards.

Interest rates have been moving up steadily recently. But they accelerated sharply in the wake of President Carter's State of the Union address on Wednesday.

His commitment to a tough stance against the Soviet Union's expansion in the Middle East was seen as a precursor to heavier Government defence spending, and therefore to higher inflation and a milder recession than previously hoped for.

The rate increase had an immediate effect on the dollar in the New York foreign exchange markets. It gained a cent against sterling to reach \$2.265 at noon, and edged up to DM 1.74 against the mark.

American inflation
worst since 1946

BY JUREK MARTIN, U.S. EDITOR IN WASHINGTON

AMERICAN consumer prices rose last year by 13.3 per cent, making it the worst year for inflation since the removal of wartime price controls in 1946.

In 1978, there had been a 9 per cent advance.

In December alone, the consumer price index went up by 1.2 per cent, equal to the biggest single monthly jump of the year. Housing costs accounted for half the increase and food prices rose by the largest amount since February.

While the magnitude of the advance in consumer prices has been apparent for some time, the stark figures certainly give President Carter's political rivals ample ammunition for attack as the election year unfolds.

So far, the campaign has been dominated by international concerns, much to Mr. Carter's political benefit. But his management of the economy has always been a potential weak spot, and the opposition will now not be slow to point out that the rate of inflation most directly affecting the consumer has nearly tripled since he assumed office three years ago.

Particular attention will also now be focused on the Administration's own forecasts for inflation in 1980. They will be contained in its 1981 fiscal year budget, to be unveiled on Monday.

At best, it appears that the Administration will project a gradual diminution of inflation

towards the end of the year, perhaps approaching the 10 per cent a year rate.

But forecasts are fallible: this time last year, the Government estimated a 7.4 per cent rise in consumer prices for 1979. It subsequently upgraded this at mid-year to 10.6 per cent, but both, as is now obvious, were highly optimistic.

The President has been arguing of late that the root cause of spiralling inflation—the soaring cost of energy—is beyond his ability to control in the short term, since it is the organisation of Petroleum Exporting Countries which sets international energy prices.

The December round of OPEC increases did not show up in the index for last month but will in the months ahead. During 1979, petrol prices alone went up by 52.2 per cent and the composite energy index by 37.4 per cent.

The Administration has complained recently that the consumer price index gives undue weight to housing, the cost of which has, of course, been heavily influenced by the tight monetary policies in effect for much of the year.

According to the Labour Department, about three-quarters of the acceleration in inflation was accounted for by housing and transport, with energy taking care of the other 25 per cent.

Businessmen's guide to living costs, Page 17

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*Source: Planned Savings—January 1980.

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OVERSEAS NEWS

ZANU produces moderate election manifesto

BY BRIDGET BLOOM AND MARK WEBSTER IN SALISBURY

MR. ROBERT MUGABE'S ZANU (PF) party will launch a remarkably moderate manifesto next week for the February elections in Rhodesia in a bid to play down its radical Marxist image. The document envisages the new Zimbabwe being a socialist state but leaves room for the private sector in commercial farming, industry and banking.

The manifesto, which will not be officially released until after Mr. Mugabe's planned return to Salisbury tomorrow, makes only one passing reference to Marxism when it talks about tactics during the guerrilla war. For the rest it attempts to reassure foreign and white business interests that it is concerned with the gradual transition of Zimbabwe to a socialist state.

In one passage it states that while working towards "the socialist transformation of Zimbabwean society," a ZANU (PF) Government would recognise the "historical, social and other existing practical realities of Zimbabwe." One of those realities, the manifesto says, is "the capitalist system which cannot be transformed overnight."

The manifesto says a land and agricultural development fund will be set up to speed resettlement. Peasant agriculture will be on a collective basis with the voluntary agreement of the farmer, rather than through compulsion. The manifesto says that the need for state involvement in the mining industry on a partnership basis "will be examined."

On industry, a Zanu Government will promote decentralisation by encouraging rural industries. The present banking system will be maintained as much as possible "with strong Central Bank control to enforce Government directives on lending. Public investment in 'important spheres of governmental action' will be undertaken."

The manifesto indicates that an Africanisation policy will be pursued in the public service,



MR. ROBERT MUGABE, who will return to Salisbury tomorrow, following agreement on the release of all 71 political detainees held in neighbouring Mozambique. Mr. Mugabe's ZANU (PF) party was planning a mass rally in Salisbury to welcome their leader after four years in exile. The announcement that the detainees were to be released came as a direct result of an appeal by the Governor, Lord Soames, to President Samora Machel of Mozambique.

the police force and the army. It adds that the judiciary will be restructured so as to "get rid of reactionary and racist judges—a point which appears to conflict with undertakings given at Lancaster House."

Other promises of free education, free health services and better housing are familiar features.

Bishop Abel Muzorewa, the former Prime Minister, and leader of the United African National Council, also launched his party's manifesto for the forthcoming elections yesterday. Much of the material was predictable following his party's promises for last April's elections when he offered land reform, free education, free health services and better housing.

Iran poll favourite gains early lead

BY SIMON HENDERSON IN TEHRAN AND ANDREW WHITLEY IN LONDON

MR. ABOL Hassan Bani-Sadr, Iran's socialist-inclined Finance Minister, appeared yesterday to be taking an early lead in the first round of voting for the post of President of revolutionary Islamic Iran.

Voters questioned in Teheran and other main cities during polling confirmed that Mr. Bani-Sadr, the front runner in the whittled-down field of eight candidates, was still the favourite. The official Pars news agency said he had received up to 80 per cent of the votes cast in some parts of the capital.

The state radio said polling was going well in nearly all areas, but reported "limited clashes" in some parts because bad weather had apparently

held up the arrival of ballot boxes.

In Teheran lines of voters queued outside the mosques and schools acting as polling stations. Armed revolutionary guards stood watch.

In the troubled ethnic minority regions Teheran Radio said voting had been orderly in Azerbaijan in the north-west and Baluchistan in the south-east. But it admitted that "things are not as they should be" in Kurdistan in the west.

Despite Mr. Bani-Sadr's apparent lead, diplomats in Teheran feel he may not gain the required 50 per cent of votes cast to win on the first round.

If no clear winner emerges, a second round will be held in a fortnight's time.

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Kennedy denies campaign withdrawal

By Jurek Martin, U.S. Editor, in Washington

SENATOR Edward Kennedy from Massachusetts has flatly denied he is considering pulling out of the race for the Presidency following his crushing defeat by President Carter in Monday's party caucuses in Iowa.

In a speech to a union rally here on Thursday night, he proclaimed that "31 per cent of the people in Iowa (the percentage he won in the caucuses) can't be wrong." He went on: "The Carter Administration doesn't know the first thing about running the economy or a railroad. They put the economy on the skids and the Kennedy Administration will put our economy back on the track."

Speculation about the future of Mr. Kennedy's campaign was heightened on Thursday when his office announced he was cancelling an important tour of New England states this weekend in order to work on "a major speech" at a local university here on Monday morning.

Mr. Kennedy had in fact been conspicuously silent in not commenting publicly about President Carter's State of the Union address the night before—even though the speech appeared on the surface to open several potentially profitable avenues of attack for the Senator, particularly over the decision to begin registration for national service.

It appears now that the Monday speech will attempt to offer the coherent economic and foreign policies that Mr. Kennedy has so far been unable to enunciate in his campaign because of Mr. Carter's steady tactic of wrapping himself up in the mantle of the Presidency.

Nevertheless, tales of trouble in the Kennedy campaign abound. He is believed now to be genuinely strapped for cash: some aides are said to be working without pay, and he has abandoned the use of his expensive campaign jet.

At the same time Mr. Kennedy has withdrawn his political operatives from several other key states to concentrate on the upcoming primaries in New England, his home territory. Among the states he is leaving temporarily untended is Illinois, whose primary is on March 18 and which, other things being equal, ought to provide the first real test on neutral ground between the Senator and the President.

NATO invites Russia to talks on arms control

By Giles Merritt in Brussels

NATO'S GOVERNMENTS yesterday renewed their invitation to the Soviet Union to take part in a SALT 3 round of nuclear arms control talks.

The gesture, which reaffirmed the Alliance's mid-December offer of further arms limitation negotiations, followed yesterday's formation of a 14-nation Special Consultative Group that will meet regularly under U.S. chairmanship to agree a common NATO stance.

In the context of worsening U.S.-USSR relations following the Soviet invasion of Afghanistan, the U.S.-backed NATO moved was last night being interpreted as a way for Washington to reassure the European allies that it is not over-reacting to the crisis.

American officials in Brussels emphasised that the initiative was not inconsistent with U.S. reactions to the Afghan invasion.

Arms controls should not be confused with disarmament, they said.

The consultative group is to be headed by Mr. Reginald Bartholomew, Director for Political and Military Affairs at the U.S. State Dept., and is expected to meet again during March.

The setting up of a SALT 3 multilateral NATO body was agreed late last year before the Afghanistan crisis began. It appears to be a way for the U.S. to demonstrate NATO members' solidarity following their January 15 failure to adopt common sanctions against the Soviet Union.

Strike ends at VW of America

By Ian Hargreaves in New York

VOLKSWAGEN of America will resume full production during next week, now that the three-week strike at its West Virginia body-stamping plant has been settled.

The plant's 500 workers voted to accept a three-year contract which will give them parity during 1983 in wages and cost-of-living allowances with their Ford and General Motors counterparts.

The deal is worth about 27 per cent over three years in straight wage increases, excluding the index-linked cost-of-living rises.

Egypt and Israel take the first tentative steps towards an era of normal relations
An anxious consummation of peace

BY ROGER MATTHEWS IN CAIRO AND DAVID LENNON IN TEL AVIV

EGYPT will today set in motion the establishment of normal relations with Israel—formally, coolly and without enthusiasm. President Anwar Sadat takes pride in being a man of his word and with an eye on world opinion will follow precisely the letter of the Camp David Accords and the peace treaty.

Essentially this means that Egypt will remove the discriminatory measures against Israel that have existed since the formation of the Jewish state but will do little to expand the relationship beyond that level.

For Israel, however, the prospect of having direct links with one of its neighbours is viewed with high expectations. Having handed over successive tranches of territory in Sinai and retreated to a new interim line, Israelis hope to replace an era of giving with an era of receiving.

What they have been promised in the peace treaty is that the state will finally have normal relations with one of its neighbours.

With the wall of hostility breached, Israelis are at times over-eager to develop the ties with Egypt as rapidly and on as broad a base as possible. Because of Egypt's own problems with the other Arab states, it has been less effusive about the development, which has created some misunderstandings among the general public.

The favourite metaphor of senior officials at the Egyptian Foreign Ministry has to do with a canal that has been dug between Egypt and Israel but has yet to be filled with water. Whether the waters ever flow will depend, they say, on the progress in solving the Palestinian problem in the West Bank and Gaza Strip.

The Jargon word "linkage" is, happily, not too often employed, but it still describes Egyptian policy. The quality of normalisation will depend almost

entirely on Israel providing for the Palestinians' real hope that the current negotiations will offer the chance within a few years, if not of an independent state, at least a large measure of autonomy.

Without that Egypt's accusers will have been proved right when over two years ago they said President Sadat would end up with a bilateral peace that contributed nothing to an overall Middle East settlement.

So far they appear to have been winning the argument. During eight months of negotiations, Egypt, Israel and the U.S. have made virtually no progress on the critical issues of the powers that would be exercised by an elected Palestinian authority.

Israel appears to want to restrict the Palestinian authority to simple administrative matters while Egypt insists on giving it real political teeth. The gulf between the two sides seems so vast that it is difficult to predict any significant measure of agreement before the target date of May 26.

According to the treaty, there is no linkage between normalisation and the negotiations on the Palestinian issue. So when Egyptian officials suggest that one will bear on the other, many Israelis query the depth of Egyptian commitment to normalisation.

But Israeli officials are much less apprehensive. They show considerable understanding for Egypt's problems with the Arab world and its ardent desire to prove that the treaty is not just an overall settlement of the Arab-Israeli dispute.

Today, therefore, an Israeli flag may fly over its temporary embassy accommodation in Cairo. It should be possible to telephone between Cairo and Tel Aviv, postal services will start and direct flights between Tel Aviv and Cairo are scheduled to start next week and border crossing points will be opened.



An Egyptian guard of honour stands at attention with the Egyptian flag, as the Israeli flag is lowered in Sinai.

Theoretically a quantum leap forward will have been taken in the process started by President Sadat when he went to Jerusalem in November 1977. The reality is likely to prove rather different. With the best will in the world things bureaucratic take a long time to achieve in Egypt. Without much goodwill at all they are going to take even longer.

Egyptair, the national carrier, does not seem to have made any plans to fly to Tel Aviv though El Al is determined to start with two flights next week. Border crossing points are unlikely to speed motorists on their way next week and posts and telecommunications will

operate at best sluggishly and haphazardly.

Israel plans to have a staff of 20 or more at its embassy in Cairo. Egypt speaks of appointing about five or six to its Tel Aviv embassy. The size of the respective diplomatic missions is, however, much less important to Israel than the fact that they exist. The links can, after all, be developed in time.

Normalisation of relations started months ago. Ships flying Israeli flags have been using the Suez Canal, some 2,300 Israelis have been granted tourist visas to Egypt, and more than 100 Egyptians have visited Israel.

Even more important for Israel, Egypt has been selling its oil since the handover of the Gulf of Suez oilfield in November. In fact Egypt agreed to sell Israel 2m tonnes a year—more than Israel was drawing from the Gulf oilfield. Israel also claims that Egypt is selling its oil at \$5 a barrel below the regular price.

In the area of trade, several companies have announced deals to sell Israeli goods and services to Egypt. The most flourishing field is agricultural items such as irrigation equipment and desert farming techniques.

A special Government committee which has studied the potential trade between the two countries, reported last year that the potential for Israel

exports to Egypt was about \$1,100m a year, while Israeli imports of Egyptian goods should run at \$20m to \$30m a year. The figures exclude oil sales.

A thriving trade in smuggled goods exists in both directions. It worries the police and customs, but suggests that the potential flow of goods between the two countries may develop rapidly.

This will be helped by cancellation of Egypt's participation in the Arab boycott of Israel, and there are high hopes in Israel that this will encourage foreign companies to invest in joint ventures by the two countries.

Under the best conditions security would be a problem at thousands of Israeli airports and businesses were suddenly to descend on Cairo. The suspicions of millions and the hatred of a few cannot simply resolve in a matter of months. But with Islamic militants stirred by events in both Iran and Afghanistan and the Egyptian Press bitterly accusing Israel over its policy towards the occupied territories, the dangers are far more acute.

The Egyptians' authorities argue that the pace of normalisation has to be linked in every way to the overall situation in the Middle East, or they risk seriously damaging their own interests.

For example, the arrival of El Al planes at Cairo might in itself be enough for some Arab Airlines to stop flying to Egypt. Should Egyptair start flying to Tel Aviv it might be banned from the rest of the Arab world. Since Egypt earns around \$2m a year from money sent home by its workers in Arab countries, it is an area of serious vulnerability for its fragile economy.

So far Egypt's economy has not been seriously weakened by the Arab Boycott imposed after the signing of the peace treaty, but the Foreign Ministry is wary of further actions which might provoke a more damaging response. So until Egypt has something tangible on the table, it is reluctant to show the rest of the world it will keep its diplomatic representation at a token level and this will affect the pace of negotiations over more substantive commercial and cultural links due to begin on July 26.

Whatever the fears and hesitations, the human reality demonstrated by the jeweller in Cairo who asked an Israeli-based reporter where he could buy diamonds in Tel Aviv and the water-meter manufacturer in Israel who asked to check what sort of irrigation equipment was available in Egypt, seems guaranteed to turn the peace treaty into a living link and not just a piece of paper.

Middle East talks in London

BY ANTHONY McDERMOTT

LONDON HAS briefly become a focus of Middle East negotiations. Mr. Chadi Klibi, the Arab League Secretary-General, who is on a tour of Europe, yesterday met Lord Carrington, the British Foreign Secretary, and King Hussein of Jordan, who is visiting Britain privately.

Mr. Klibi, in his talks with Lord Carrington, discussed developments in the Middle East, where Egypt and Israel are to open diplomatic relations today, and stressed the value of the Euro-Arab dialogue. Apparently he did not press for Britain to move towards recognising the Palestine Liberation Organisation.

The activity in London is partly fortuitous, but partly reflects an American desire to co-operate more closely with

Britain since Mrs. Margaret Thatcher, the British Prime Minister, supported the U.S. over the Soviet invasion of Afghanistan.

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The link between the visits of Mr. Klibi and Mr. Linowitz, who is to go on to Israel, Egypt, Saudi Arabia and Morocco, is the West Bank, occupied by Israel since 1967.

The question of autonomy for the Palestinians of the Gaza Strip and the West Bank has reached deadlock in the negotiations between Egypt and Israel. Mr. Linowitz came specifically to see King Hussein, but his purpose was understood to be more to keep lines of contact open.

Terrorists shoot two Carabinieri in Genoa

BY RUPERT CORNWELL IN ROME

TERRORISTS YESTERDAY shot dead two members of the Carabinieri, Italy's paramilitary police, in the centre of Genoa. Five police officers have now been assassinated for political motives this year.

This escalation of the on-slaught, which is clearly aimed at undermining the security forces' morale, seems intended as a riposte to the recent round-ups of terrorist suspects in northern Italy. The latest killings came the day after emotional ceremonies to commemorate the first anniversary of the killing of union official in Genoa by the Red Brigades.

The killings may have repercussions on the Government's efforts to push its anti-terrorist Bill through Parliament, where it is being obstructed by the small left-wing Radical Party.

Some Italian political leaders last night were urging the minority Christian Democrat

Administration of Sig. Francesco Cossiga—now visiting the U.S.—to defeat the blocking tactic by making the measure an issue of confidence.

Yesterday's attack followed a familiar pattern. The car in which the Carabinieri officers were travelling was ambushed by gunmen.

The driver, a corporal, was killed instantly. One passenger, Col. Emanuele Tutobene, operations chief of the Genoa

Carabinieri division, died soon after reaching hospital. A third passenger, an Army colonel, was wounded.

A telephone call soon after claimed that the Prima Linea (Front Line) organisation, which is closely linked to the Red Brigades and behind many recent Italian political killings, was responsible for the attack.

The Red Brigades two weeks ago assassinated three policemen on routine patrol in Milan.

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Somalian Parliament is reopened

Somalia's Parliament, suspended in 1968, has been reopened by President Siad Barre as part of a process of strengthening popular support for this strategically placed country in the Horn of Africa. He also said he would soon form a new government, reports James Burston.

The reopening followed the election of 171 members. All had to be members of the official Somali Socialist Revolutionary Party, and only a tiny minority of the electorate voted against them.

Israeli strike

Air and sea traffic in and out of Israel will be halted for 24 hours tomorrow as more than 100,000 workers strike in protest at the Government's tough new economic policy and looming unemployment, reports David Lennon in Tel Aviv. Radio and television stations, the electricity corporation and hospital "day services" will also be affected.

Zambia oil pledge

Zambia has told six foreign oil companies operating here that it does not intend to follow up its takeover of the country's oil stocks and storage installations by nationalising the entire industry, our correspondent reports from Lusaka.

Irish working wives win tax concession

BY OUR DUBLIN CORRESPONDENT

THE IRISH Exchequer is expected to lose at least \$60m in tax revenue as a result of a decision by the Supreme Court that sections of the tax code relating to working wives are unconstitutional.

Until now, the income of husbands and wives was treated jointly, which meant that they paid more tax than two single people, even if they were living together.

The tax code was challenged by two Dublin schoolteachers, Francis and Mary Murphy, backed by a tax campaign, which raised over \$30,000 to meet legal costs. They won their case in the High Court last November and today the Supreme Court dismissed an appeal.

The decision could not come at a worst time for the Irish Government, desperate for revenue as it faces the prospect of having to curb its borrowing of over £1bn last year and pressurised by the trade unions for tax cuts.

The decision was welcomed by opposition politicians and women's rights groups. A woman senator said Ireland had been dragged by the Supreme Court into the 20th century. The Supreme Court ruling was based on the section of the constitution which pledges the State to uphold the institutions of marriage and the family.

The judges held that the extra tax paid by married couples represented a breach of the State's duty under this article.

Ironically, this very section, which also outlaws divorce and praises the role of mothers in the home, has previously been a target for women's rights campaigners.

Ireland's Central Bank has increased the pressure on Mr. Charles Haughey, the Prime Minister, to introduce a deflationary budget next month. In its latest quarterly bulletin, the Bank says that the current account deficit, rather than the capital account deficit, must be cut to relieve pressure on Ireland's reserves and to ensure that the punt does not have to realign within the European Monetary System.

The Bank has rigorously tried to enforce an 18 per cent credit expansion for the year, which

ends next month. However, this ceiling was breached last November and the Bank is persisting another year of tight credit, saying that the only money available for loans was from interest which had already been repaid.

Ireland has a public sector borrowing requirement of just over £1bn (£545m). Of this £1bn, \$520m is on current account. It seems likely that Mr. Haughey and Mr. Michael O'Kennedy, his Finance Minister, will try to cut this deficit to relieve the balance of payments problems.

The means by which it would do so will probably be a rise in indirect taxes and a trimming of public spending.

EEC Commission to tighten controls on butter exports

BY JOHN WYLES IN BRUSSELS

THE EEC is planning to change the way it exports part of its "butter mountain," to take more effective control of sales to the Soviet Union and Eastern Europe.

The move is ostensibly in line with the resolution adopted by Community Foreign Ministers last week that agricultural sales to the Eastern bloc would be restricted according to "traditional patterns" so as not to weaken American sanctions. The resolution guaranteed that no EEC wheat would be sold directly to Russia, because none has been exported there for the past six years.

But the broader political importance of the move may outlast the Afghanistan issue

which prompted it. If the Commission has greater control over the destination of subsidised butter exports, it could be more vulnerable to demands for stricter curbs from the European Parliament and from some member-states, led by the UK, which have long objected to the Russians buying butter cheaper than consumers in the EEC.

Despite the proposed controls, the big row is still to come, since the Commission contends that its traditional sales pattern would enable Russia to buy between 60,000 and 80,000 tonnes of butter this year. This is based on a three-year average sales figures, and will almost certainly be challenged by the "butter hawks," not least by

the UK, which believes 35,000 tonnes would be more appropriate.

Nevertheless, the British see some progress in the fact that the EEC's dairy management committee appears ready to set up a tendering system for butter exports to Russia and Eastern Europe. This will force exporters bent on selling large quantities of butter from EEC stocks to seek prior approval, both on quantity and export rebate.

In effect, there would be no automatic rebate at a pre-fixed level for large export quantities, and the Commission would have powers to determine how much Russia could buy and at what price. The rebates are designed

to cover the gap between the high Community price and the world price. Pre-fixed rebates, or a guarantee to exporters of a fixed rebate on future sales, has been suspended for butter and butter oil for two weeks, and will remain suspended until next Friday.

It should be restored at the end of next week, albeit at a slightly lower level because of stronger world prices, for all parts of the world except the Eastern bloc, where it will remain frozen until the new pricing machinery is in place.

The EEC has about 260,000 tonnes of surplus butter in public stocks. It is still possible theoretically for Russia to evade the new controls, but not

to obtain large single shipments, it is claimed here.

Mr. Luther Hodges, U.S. Deputy Secretary of the Department of Commerce, expressed "gratification" at the measures the EEC has taken in discussion with the Commission yesterday. But he made it clear that the U.S. would be looking to Europe to place stricter curbs on selling high technology equipment to Russia once Washington has completed a review, in four or five weeks, of its own exports, which are now suspended.

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UK NEWS

Government vetoes £195m pension boost

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

THE GOVERNMENT does not intend to pay the £195m needed to uprate pensions and other long-term benefits in line with the steep rise in earnings last year.

If the benefits had been uprated it would have meant 35p a week more for a single old age pensioner and 50p for a married couple. Similar sums would have been added to pensions for the long-term sick and for widows.

The Government has decided that in the present economic circumstances such extra payments would create a financial burden which would be more than contributors and taxpayers could be expected to bear.

The decision, announced yesterday in a written Commons answer by Mr. Patrick Jenkin, Social Services Secretary, brought an angry response from the Labour Party, which sees it as the latest example of the "Thatcher axe" on public spending.

It has also caused extreme concern among some back-bench Conservative MPs, particularly as it comes, soon after the decision to make a big increase in gas prices.

The Opposition may demand a full statement in the Commons next week and will pursue the matter on Tuesday during the committee stage of the Social Security Bill.

In his answer, Mr. Jenkin said the Government was not under a legal obligation to make up the shortfall and the last uprating in November had fully complied with the statutory requirements.

There was a very strong response from Mr. Andrew Bowden, Conservative MP for Brighton, Kemptown, who is joint chairman of the all-party parliamentary group for pensioners.

He said that he was "bitterly disappointed" by the announcement. "If no action were taken it would mean that people would be 'swindled' out of at least one week's pension."

Mr. Stan Orme, Labour social security spokesman, commented: "This is outrageous. The Government has a moral obligation at a time of soaring prices to see that pensioners get what they are entitled to and the previous Government carried out."

A Labour Party social security expert, Mr. Frank Field (Birkenhead) declared: "It is another saving at the expense of the poor. The Government is legally correct but morally wrong. They have swiped £195m from the poorest."

Under the Social Security Act 1975 pensions are adjusted to the rise in earnings or prices, whichever is the higher. But the Secretary of State is given discretion to make the calculation "in such a manner as he thinks fit."

The last pensions increase in November was based on a June calculation that prices would rise by 17.5 per cent in the 12 months up to that date. But it later became apparent that over the same period earnings had soared by 19.2 per cent.

If pensions were calculated on earnings, pensioners would be entitled to a further 1.7 per cent, or £195m a year.

When a similar situation had arisen in 1976 the Labour Government promised to pay the shortfall and that was honoured by the Conservative Government last year after Labour lost the election.

The Social Security Bill now before Parliament will, however, change the system so that pensions and long-term benefits are tied only to the increase in prices.

Road hauliers' costs increase by 22%

BY LYNTON McLAIN

ROAD HAULAGE operating costs rose 22.5 per cent last year, according to the Road Haulage Association.

The figure is based on a new series of indices issued yesterday.

They show that the biggest increases in operating costs last year stemmed from rising labour costs and higher diesel fuel prices.

The costs of labour, including fitters and salaried staff, rose 9 per cent and diesel fuel 7 per cent. The cost of vehicle replacement rose 2 per cent. Hauliers faced higher rates, insurance, finance and other costs.

Hauliers operating vehicles of more than 3.5 tonnes gross laden weight in Britain also face higher capital and running costs as a result of the Govern-

ment's regulations on tachographs. These were passed by Parliament before Christmas. The instruments are expected to cost about £200 a vehicle. The state-owned National Freight Corporation could face a bill of £4m.

Hauliers are also likely to have to pay about £10 in calibration fees at Government-registered centres.

Part of these increased operating costs may be recovered through higher productivity, due to the better monitoring of lorry performance with the tachograph. Companies are prepared to consider passing on to drivers a share of the benefits, but talks are not expected to start on tachograph productivity until their use becomes compulsory in two years.

A 'Guernsey person' may be legally defined

A GUERNSEY person will be legally defined for the first time in recommendations in a report by the island's housing authority published yesterday and accepted by the island's MPs.

The authority also proposes that the maximum fine for infringing the housing regulations, which control the occupation of property by non-residents, should be increased from £500 to £5,000 with a fine of up to £1,000 on summary conviction in a magistrate's court.

The report sets out the principles of a new housing law. The recommended definition of a Guernsey person is:

A person who was born in Guernsey and who has been

ordinarily resident there for at least 10 consecutive years and at least one of whose parents was ordinarily resident at the time the person was born; or

A person who was not born in Guernsey but who has been ordinarily resident there for at least 10 consecutive years and who is the child of a person as described above.

With inquiries and bookings for 1980 already looking promising, official figures show that both Jersey and Guernsey reached record passenger arrival figures last year. Jersey's total figures for 1979 were 1,428,000, an increase of 8 per cent on 1978, while Guernsey's figure was 348,900, a rise of 5 per cent.

Powell attacks Atkins for Ulster 'blunders'

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

AN OUTSPOKEN attack on Mr. Humphrey Atkins, Northern Ireland Secretary, for "making a series of gaffes and blunders" was made yesterday by Mr. Enoch Powell, Ulster Unionist MP for South Down.

He blamed the quality of the advice given to Mr. Atkins by his civil servants in the Northern Ireland Office.

Mr. Powell said the officials were appointed from other Whitehall departments and served two or three years in the Northern Ireland Office before moving on.

He contrasted this with the quality and local knowledge of the civil servants who staff the various departments in Northern Ireland.

"In order to end this 'devastating dichotomy,' he

urged that the Civil Service in Northern Ireland should be an integral part of the Civil Service of the Crown throughout the UK.

Mr. Powell said he was not the only person to be staggered by the volume of sheer bad advice tendered to Mr. Atkins. He criticised the Ulster Secretary for getting himself tied up with the Mayor of New York, being on holiday at the most delicate time of the Ulster year and for his "evident incomprehension of the respective political forces" in Ulster.

It was, he said, small wonder that Mr. Atkins "frequently talks and acts as if he were the man in the moon paying us a visit and commits the most egregious blunders apparently unaware and unadvised."

AUTHORITIES OPPOSE GRANT SCHEME

Local Government Bill faces stormy passage

BY ROBIN PAULEY

A HEAVILY revised Local Government Planning and Land Bill was published yesterday amid continuing hostile reaction to its main proposals. But Tory whips in the Commons seemed confident that the danger of revolt among backbenchers had receded.

There are 97 clauses less now, some of them incorporated in others. Some have been dropped altogether, mainly because of objections by some Cabinet Ministers about the amount of Parliamentary time Mr. Michael Heseltine's original 248-clause Bill would have needed.

One of the main sections of the bill concerning a change in the way local authorities would receive rate support remains unaltered. But there are indications that the Government is now back-peddling fast on its interpretation of maximum rate levels, or notional rate poundage.

Although some changes have been made to the bill, principally on capital expenditure, objections to the two most controversial elements of the bill have survived intact.

All the associations representing the 456 local authorities in England and Wales oppose the replacement of the present rate support grant with a new unitary grant scheme, though the method of assessing need remains open to negotiation.

The Association of Metropolitan Authorities, the Associ-

ation of County Councils and the Association of District Councils are solidly united against it and are to seek the support of MPs to have it amended or deleted in committee.

All the associations are Tory-controlled. The level of Tory back-bench support they can muster will affect the difficulty the bill encounters although the size of the present Government majority should ensure its eventual arrival on the statute book before the end of the Parliamentary session.

The associations have sent a joint letter to Mr. Heseltine to complain: "The block grant proposals will markedly increase central government interference in local authority rating decisions. They put almost unlimited power in the hands of any government to alter the distribution of the total amount of available grant and to be highly selective about individual authorities' grant entitlements."

Sir Godfrey Taylor, chairman of the Association of Metropolitan Authorities, is "begging and pleading" his members to lobby their MPs against unitary grant.

Sir Horace Cutler, leader of the Greater London Council, said yesterday: "The total package of controls will put local authorities in a strait-jacket."

The second objection which has survived is to the creation

of urban development corporations for London and Merseyside docklands. All five Labour-controlled London boroughs in

docklands and the Merseyside County Council oppose the new town-style bodies and the sweeping powers proposed for them.

Mr. Roy Hattersley, shadow Environment Secretary, said yesterday that "councillors up and down the country, no matter what their political persuasion" would object to the bill in its present form. The changes did nothing to alter the fundamental change proposed in the relationship between central and local government.

Although the Labour Party is united in opposing the bill, it is divided over tactics. The shadow Cabinet's view, and that of Party Conference, is that Labour should do all it can to resist the Government's public spending cuts within the law.

Some local authorities argue that it might be better to put in mass resignations than comply. Others feel that breaking the law might be justified. Labour will try to thrash out its tactics at a special conference next weekend.

However, the Government feels there is misunderstanding about the unitary grant scheme. It hopes to convince the local authorities that it is to their benefit and allows them a great deal more freedom than hitherto.

The Government does seem to be yielding to pressure on its interpretation of notional rate poundage. Last year, Mr. Heseltine fixed the present figure of 119p. The powers in the new Bill allow for authorities to be penalised, at the discretion of the Minister, if they exceed the

set level. More than half the authorities seem certain to do so.

But the new line seems to be to regard 119p as a median figure. An authority would have to go well over the top before incurring penalties.

First, its overspending in one year would be deducted from the following year's allocation. If an authority's overspending seemed serious, it would then be sent warnings and asked how it proposed to correct matters. Only in the last resort would penalties be imposed.

Some of the basic powers proposed in the bill, particularly those relating to rate grant and urban development corporations, will be needed by late summer or early autumn. The bill should have its second reading the week after next and then goes into committee, where a difficult passage seems likely despite the cuts and changes.

lost on the Bill that Mr. Heseltine must be apprehensive about getting it through the House in time. The Bill was introduced into the House of Lords on November 29 and hastily withdrawn after protests that it was a major piece of legislation, and had to be considered in the Commons first.

Since then, strong Cabinet objections have apparently caused the Bill to go to Cabinet Committee twice, delaying its introduction still further.

NPI Announces Record Bonuses for 1979

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12.50%
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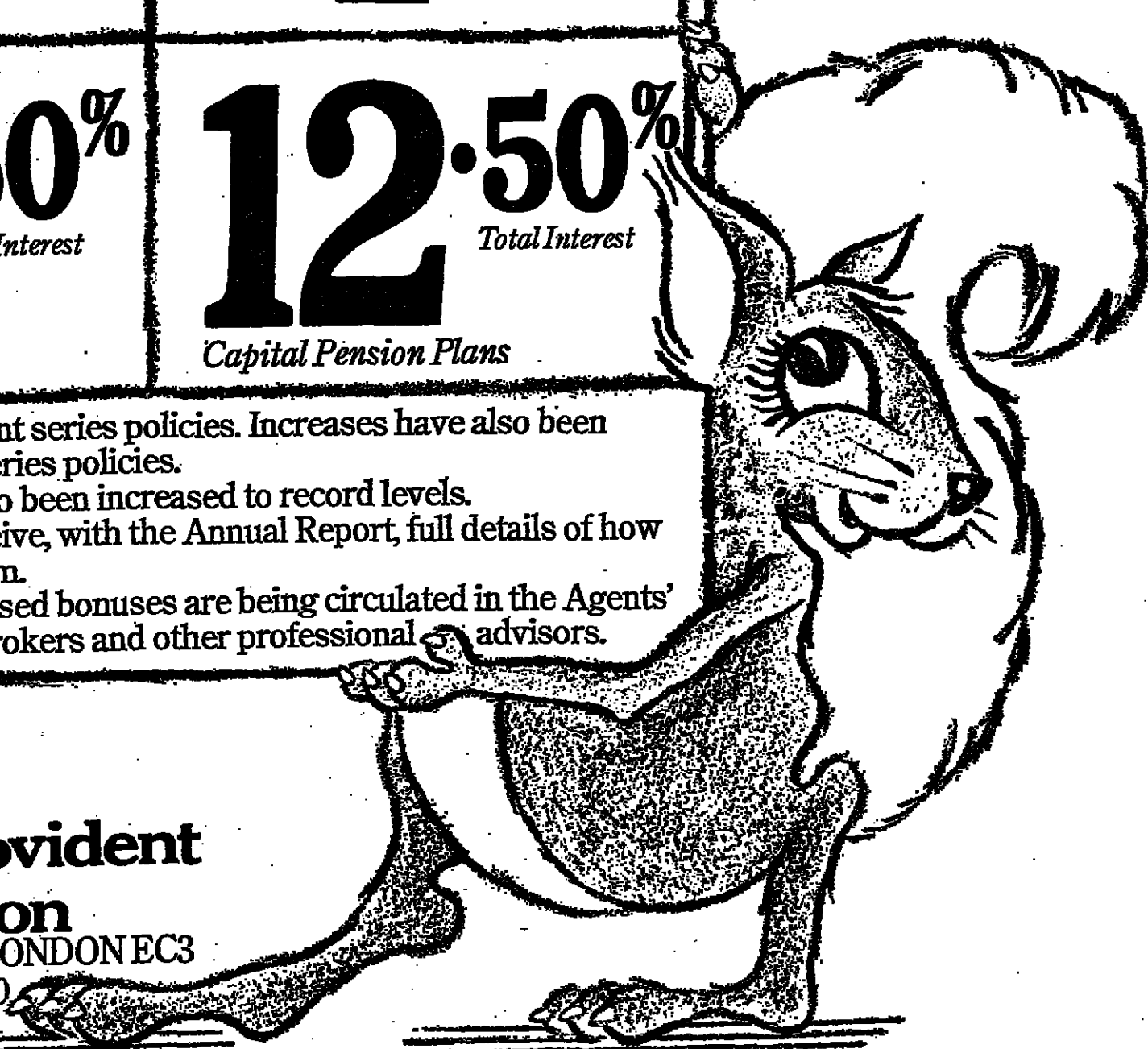
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UK NEWS

Ministers explain gas price increases

BY ELINOR GOODMAN, LOBBY STAFF

MINISTERS made a concerted effort yesterday to justify the gas price rise. They stressed the Government's commitment to reviewing the existing schemes for helping the needy with fuel bills.

The campaign reflects continued unease on the Government's back benches at the way the announcement of the

increase has been handled. Complaints about the increase, which will mean a rise of 10 per cent in real terms this year and next, have dominated some MPs' mailbags for the last few days.

The feeling, which surfaced again at this week's meeting of the 1922 Committee of Tory backbenchers, seems to be that

the Government had no choice but to increase the price, but that it could have done more to soften the blow.

The Government would probably have preferred to accompany news of the increase with details of help for those in real difficulties with fuel bills. But its hand was forced by leaks in the Press about the

rise. Energy Department Ministers are now trying to persuade the Treasury to set aside enough money to help them introduce an aid scheme.

Speaking to the Leeds Chamber of Commerce yesterday, Mr. David Howell, Energy Secretary, said the country had to choose between realistic energy prices and energy shortages.

Given the importance and value of energy in today's world, he said, it would have been madness to have tried to protect every British consumer from paying a realistic price.

Mr. William Whitelaw, the Home Secretary, made much the same point, speaking to his constituents in Bampton.

More spending cuts on way, warns Chancellor

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

Sir Geoffrey Howe, Chancellor of the Exchequer, yesterday gave the firmest ministerial statement so far of the Government's intention to reduce public spending in the next few years.

He said the Government aimed "at substantial reductions in previous plans over the medium term, bringing total public expenditure well below the level in the year immediately before we took office."

This is not intended to represent any change in policy compared with recent speeches and expectations. But it does highlight the shift in thinking since last November's White Paper when the intention was to stabilise the volume of expenditure, rather than to reduce it.

Sir Geoffrey's comments followed the first lengthy Cabinet discussion on public spending on Thursday morning. This is believed to have been concerned principally with proposals for savings on the social security budget, in particular the present provisions for increasing most benefits annually in line with the rate of inflation.

There will be a further Cabinet discussion next Thursday on spending cuts. The present hope of senior ministers is that the main decisions can be taken by the end of the first week of February.

The full spending White Paper will be published in March, though some of the details could be announced slightly earlier.

Sir Geoffrey's comments were

made in a letter to Sir John Hedges Greenborough, president of the Confederation of British Industry, replying to the CBI's paper earlier this month calling for further spending cuts of around £11bn to £22bn in 1980-81.

The Chancellor agreed that "we need some reduction in 1980-81 compared with the plans we published in our November White Paper, but the full effect of further measures cannot be expected immediately."

Referring to the objective of substantial reductions in expenditure below previous plans over the medium-term, he said: "Part of these reductions will have to come from our net contribution to the EEC, but we shall also be making reductions in other areas."

Moves into business by Whitehall chiefs come under scrutiny

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE ACCEPTANCE of business appointments by retired senior civil servants are to be investigated by the new Treasury and Civil Service Committee of the Commons.

This will be one of the issues to be examined in a short inquiry into the efficiency of the Civil Service which is to start next week.

The long-standing controversy about top industrial and City jobs taken by Permanent Secretaries and other senior civil servants immediately after retirement has come into the open again in the last few weeks.

The issue has been highlighted by the case of Lord (formerly Sir John) Hunt, who has taken certain directorships after his retirement last year as Cabinet Secretary.

This is only one of the topics in which the committee is particularly interested in its inquiry. The others include the progress being made in reducing the numbers of and costs of the Civil Service and measures

being taken to improve departmental efficiency, including Sir Derek Rayner's scrutiny programme.

Mr. Paul Channon, Minister of State, Civil Service Department, will give oral evidence on Monday afternoon. The committee also intends to seek evidence from the National Staff Side of the Civil Service and from Sir Derek Rayner.

The committee, whose chairman is Mr. Edward du Cann, Conservative MP for Taunton, will publish a short report in about 10 days' time on Treasury proposals for changes in the form of the estimates on Civil Service pay.

There have been some private discussions and hearings on papers submitted by five groups of economists on the November expenditure White Paper. But the committee has decided to leave a fuller public investigation of economic issues for a couple of months until the full spending White Paper is published and the Budget announcement is made.

Plan to make NHS patients pay fees

BY ROBIN PAULEY

A PLAN which would mean patients paying National Health Service doctors for some minor or non-urgent treatment for the first time since the inception of the service is being considered by the Department of Health.

The proposal has been made by the British Medical Association. Initial discussions have been held with the Department of Health and Social Security.

Dr. Tony Keable-Elliott, chairman of the BMA general medical services committee, said he planned to raise the idea again at a meeting with Dr. Gerard Vaughan, Health Minister, on February 7.

The plan envisages no charges for treating sick patients. But there is considerable demand for services which doctors are not obliged to give under the health service, such as medical check-ups. The BMA wants the rules changed so such treatment could be given privately, out of hours, and charged for.

Dr. Keable-Elliott said no scale of charges had been set but a check-up might cost £12-£50, although doctors probably would charge only £2 or £3 for elderly or poor patients.

Other services for which fees might be charged included prescribing anti-sickness pills for people going on holiday, giving an anxious person something for his nerves before a driving test, injecting a patient with cholera vaccine when he was not travelling to a country affected by the disease and syringing ears

or giving other non-urgent treatment at a time convenient to the patient.

He said the new scheme would not mean less time spent on sick patients. Doctors would work extra time or overtime and charge the patients for the service they wanted.

If the Government accepts the idea it will fuel the argument about whether the National Health Service is to be replaced or modified.

Mr. Albert Spenswick, general secretary of the Confederation of Health Service Employees and chairman of the TUC health services committee, has said the Government is planning to provide a mixed public and private health care scheme.

There are now 2,533 pay beds in NHS hospitals in England, Wales and Scotland, compared with 4,444 when the 1976 Health Services Act became law. The annual report of the Health Services Board shows that 286 pay beds were withdrawn in 1979.

The Board was set up to make proposals for the phasing-out of pay beds and other private facilities from the NHS and to consider applications for large private hospital developments.

The report notes that 565 new beds in private hospitals have come into use since 1976 and that 840 were under construction at the end of 1979. The Health Services Bill, now before Parliament, seeks to abolish the Board and end the compulsory phasing-out of pay beds.

London and County ruling on Monday

A HIGH COURT judge will rule on Monday whether documents arising from a 1974 Department of Trade investigation of London and County Securities can be disclosed in a damages claim against chartered accountants Harwood Bannister.

The 29 partners in Harwood Bannister—now part of Deloitte Haskins and Sells—deny allegations that they were negligent in their audit of the 1973 accounts of two London and County companies.

London and County Securities ("A & D"), London and County Securities Group ("L & C"), and nine other group companies claim that, as a result of the auditors' negligence, they suffered losses amounting to about £8.5m.

The plaintiffs want to bring in the Department of Trade inspectors' report, transcripts of evidence by four Harwood Bannister partners, and an employee of the firm and correspondence relating to the investigation.

During three-and-a-half days of legal argument on the point, counsel for Harwood Bannister contended to Mr. Justice Browne-Wilkinson that the documents were confidential.

Barnes Wallis leaves £132,153

Sir Barnes Wallis, of White Hill House, Egham, Surrey, whose "bouncing bomb" was used by the R.A.F. Bombers' Squadron in the last war, left £132,153 gross, £132,153 net in his will published yesterday.

He was 92 when he died on October 30.

More information sought from insurance companies

BY ERIC SHORT

INSURANCE COMPANIES operating in the UK will have to provide much more information on their operations under the new-style annual returns contained in regulations published yesterday.

The regulations come into force on January 1 next year and apply to returns prepared by insurance companies for their financial year beginning on or after that date.

Since most insurance companies prepare their returns covering a complete calendar year, the new style will apply for the year ending December 31 next year.

One purpose of the new regulations is to rationalise the previous sets of regulations, which had created a somewhat messy situation. They bring up to date the requirements for asset valuation, revised general business solvency requirements, identification of long-term business assets and liabilities, and the branch returns for overseas general business companies.

They also remedy deficiencies and ambiguities in the regulations set out in the 1968 Insurance Companies Act. They take into account new types of insurance business, in particular, linked life business which was just appearing on the scene in 1968. The present accounts were not designed to cope with this, and have been

causing problems to life companies.

Finally, the Department of Trade is responsible for monitoring the operations of the insurance industry and was given very sweeping powers under the 1974 Act. The information that will have to be given will provide the Department with a fuller picture of the financial picture of companies.

These regulations apply only to the returns made to the DoT and not to the preparation of accounts under the Companies Act. They no longer require the auditors, in the preparation of these returns, to show a "true and fair" view. Instead, they require the returns to "fairly state the information provided by these regulations."

Insurance Companies (Accounts and Statements) Regulations 1980 SI 1980/66. SO £3.50.

Gallery visitors

THE NATIONAL Gallery was visited by 2,755,593 people last year, about 28,000 more than in 1978. The Gallery said this was encouraging in the light of recent fears that attendance figures in art galleries were falling.

No work for 5,000 lorry drivers

ABOUT 5,000 lorry drivers

are out of work because of the steel strike and the number is growing fast, according to Mr. John Silbermann, national chairman of the Road Haulage Association.

Mr. Silbermann, who is also a "economic disaster" for hauliers, and personal hardship for drivers, he said.

Pickets tightened their grip on Scottish oil ports and pipe storage yards when Peterhead dockers agreed to black steel shipments to offshore installations. Shop stewards at the Ardara construction yard decided not to handle steel destined for shipment to oil platforms.

Lord Thorneycroft, Conservative Party chairman, said jobs in BL and other steel-making industries would be threatened if the strike continued. Unions should realise that only with higher productivity could the steel industry afford higher wages.

BSC pays for stone it cannot use

By Robin Reeves, Welsh Correspondent

THE BRITISH Steel Corporation has admitted it is committed to a 15-year contract for the delivery to its Llanwern steel-works of limestone for which it no longer has any use.

An allegation that BSC was paying £300,000 a year for unwanted limestone was made by Mr. Ray Hughes, Labour MP for Newport, Gwent.

In a letter to Mr. Hughes, who yesterday called for a full inquiry into the affair, Mr. Peter Allen, managing director of BSC's Welsh division, said the contract was signed in 1972 with Amey Roadstone, a subsidiary of Consolidated Goldfields.

Mr. Allen said BSC had been examining methods of using the limestone in a different form. The contract, which is inflation-indexed, is for delivery of the limestone to Llanwern as two-inch stone.

However, under the terms of the contract, BSC is paying Amey about £300,000 a year without taking delivery of the limestone.

Mr. Allen did not confirm reports that BSC tried to buy out the contract last year for about £5m, an allegation denied by Amey Roadstone.

Commons experiment starts badly

THE COMMONS experiment of starting one-and-a-half hours earlier on Fridays did not get off to an impressive start yesterday.

Mr. Michael English (Lab Nottingham W) complained that some departments were reducing the service to members because of the arrangements. The library was shortening its hours and the tea room was not providing coffee before the start of business.

At 9.30 am, when a debate on the development of a leisure service began, there were 14 Conservatives and 11 Labour MPs in the Chamber. During the lunch hour, four Tory backbenchers and two Labour members were there. But by 2.30 pm, half an hour before the close, 20 MPs were in their seats.

BNF's water claim selfish

THE North West Water Authority accused British Nuclear Fuels of being concerned only with its own needs at the Lake-land inquiry yesterday.

Both bodies are seeking larger water supplies. BNF's plan would raise the level of West-land Water to satisfy the Windscale plant. The water authority wants to cater for industrial West Cumbria.

The inquiry considering the planning applications heard that the authority's application would provide storage for emergency supplies as well as supplying industry.

£20m canal cost if Vale is mined

Financial Times Reporter

SAVING the Grantham Canal is likely to cost much more than £20m if the Vale of Belvoir is mined by the National Coal Board.

This was made clear by Mr. David McCance, general manager of the British Waterways Board, when he appeared at the Belvoir inquiry near Grantham yesterday.

In such a fast-changing area as electronic games, nobody wants to sell last year's outdated toys in the competitive market next Christmas.

LABOUR

London dockers stage lightning action over pay

BY GARETH GRUFFITHS, LABOUR STAFF

DOCKERS in London's enclosed docks went on a one day unofficial strike yesterday as part of a campaign of lightning stoppages in support of their pay claim.

The dispute was supported by between 2,500 and 3,000 members of the Transport and General Workers' Union, Traffic in the India, Millwall and Royal enclosed docks was stopped, although work at the container berths in Tilbury continued. It was the second such stoppage in a fortnight.

The Enclosed Docks Employers' Association met yesterday to discuss the pay position at the port. The technically insolvent Port of London Authority, which dominates the employers, has said it cannot afford more than the 10 per cent

already on offer, with an additional 2 per cent funded by manning reductions.

About 1,000 members of the National Amalgamated Stevedores and Dockers' Union turned up for work yesterday but refused to handle TGUW members' jobs, effectively bringing the upper docks to a standstill. The union has told employers it will hold an all-out official strike from February 11, unless the pay offer is substantially increased. The union claims between 35 and 40 per cent.

The Port of Liverpool was last night hit by an unofficial strike involving about 250 shore gang members of the TGUW. The strike is over 32 redundancies at the port, and five ships have been affected.

Teachers to stage selective strikes

BY PHILIP BASSETT, LABOUR STAFF

THE NATIONAL Union of Teachers yesterday intensified its campaign against Government cuts in education spending by instructing its members in about 30 schools to stage a series of selective strikes.

The union's national action committee told members in nine schools in Avon to strike for two days next week. Members in another nine schools will be called out the following week and in a further nine the week after.

The union has already been applying sanctions in Avon. Teachers have refused to operate new time-tables, because of a £4m cut in the education budget, which the

union claims will freeze about 400 teaching vacancies.

The NUT warned that strike action would be imposed at Trafford, Greater Manchester, unless there was a positive response by the authority to the planned cuts, which the union claims will mean the loss of 90 teaching posts.

The National Association of Teachers in Further and Higher Education yesterday accepted an interim pay increase of 8.2 per cent on March 1979, rates for its 30,000 members, who are mainly college lecturers.

The increase follows a similar rise agreed on Thursday for 482,000 primary and secondary school teachers in England and Wales.

Newspaper Society loses a member

BY GARETH GRUFFITHS, LABOUR STAFF

THE Newspaper Society said yesterday that the Nottingham Evening Post, which sacked 28 journalists during last winter's provincial newspaper strike, had left the society.

The decision is likely to be welcomed by the majority of the society's 1200 members. Its relations with the National Union of Journalists have been under considerable strain over the incident. The union had been demanding the paper's expulsion.

Mr. Christopher Pole-Carew,

managing director of the Evening Post, said the decision to leave was not connected with bitterness about the strike. The company found the society's industrial relations policy meaningless. It would save £12,000 a year in membership costs.

The decision by the Evening Post board on January 3, to leave means that the chances of reinstatement of the sacked journalists are now highly improbable. About 18 of them are working for the Nottingham News, a weekly co-operative set up in rivalry to the Post.

Scots to rally on spending

By Ray Perman, Scottish Correspondent

THE SCOTTISH TUC yesterday called for a demonstration in Glasgow on March 8 against the Government's cuts in public spending and the rising level of unemployment.

Mr. Jimmy Morrell, vice-chairman of the Scottish TUC, told a Glasgow conference of trade union and local authority representatives that if the demonstration was to have any impact on the Government's thinking, it would have to be the largest political event in Scotland for many years.

It was ridiculous to argue that high public spending was the cause of our industrial problems, he said.

Leyland workers accept job cuts

LEYLAND VEHICLES will go ahead with a £175m investment programme at its light/medium division factories in Scotland following the acceptance by the workforce of 750 redundancies, the company said yesterday.

Meccano talks backed

BY OUR LABOUR STAFF

SHOP STEWARDS at the Meccano factory in Liverpool yesterday gave their backing to a joint union management working party to look at ways of attracting a buyer.

The party is also to hold discussions on the level of redundancy payments for the 940 Meccano employees. Airfix Industries, the parent company, has said it will offer three

months' pay, with a top-up allowance for workers with long service.

Mrs. Pat Turner, General and Municipal Workers' Union national officer, said last night that a mass meeting of workers at the Liverpool factory would be held on Monday. She hoped it would still be possible to find a buyer for the plant, and that talks would be conducted at a local level next week.

Toy trade hardly running like clockwork

BY DAVID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT

BRITAIN'S TOY TRADE will meet at London's Earls Court today for the annual major UK toy fair amid an atmosphere of scarcely-veiled pessimism.

The 17,000 or so trade visitors expected at the fair will be only too aware just how close the last Christmas of the 1970s came to being one of the most memorable disasters of the decade.

At the beginning of December a culmination of the ITV strike, unseasonably mild weather, and a general lack of consumer spending left an unprecedented level of toy stocks on retailers' shelves.

Only the widespread late sales surge in consumer spending helped in the toy trade by some hefty last-minute price cuts by retailers, enabled the trade to finish with its head above water. Like the retail sector in general, toy traders report that spending on toys in the pre-Christmas period finished about even in spite of the late start.

Toy retail sales for the year amounted to between £650m and £700m, at which about half was accounted for by retailers' profit margins and higher VAT.

At the same time as the retail end of the toy trade was experiencing uncertain demand, so the inherent problems with the toy trade by some hefty last-minute price cuts by retailers, enabled the trade to finish with its head above water. Like the retail sector in general, toy traders report that spending on toys in the pre-Christmas period finished about even in spite of the late start.

The two companies are by no means exceptional in a year

which has seen most of the famous names in the toy trade suffering either a profits decline or being forced to shed staff. Ironically Triang Toys, which was rescued last autumn by the Morris Vulcan group, is one of the few companies to have survived the last year, left along with Morris Vulcan itself—optimistic for the rest of the year.

Traders at the Earls Court fair, which lasts until Wednesday, will be only too aware of the pessimistic forecasts being made for consumer demand this year.

In previous years the toy trade has shrugged off such pessimism by clinging to the belief that even during the bleakest of economic recessions, parents will always make sure that their children do not suffer at Christmas. Yet even the toy trade is beginning to realise that such assumptions can no longer be made with firm conviction as toys continue to escalate in price and consumers' disposable income comes under greater pressure.

Dogged

Although the present demand and manufacturing problems besetting the industry are the result of particular factors—the television strike, for example, was an unusual factor and the Meccano closure may have been partly due to industrial relations problems on Merseyside—there are a number of underlying problems which have dogged the trade throughout the 1970s and could continue into the new decade.

In the first place, the fall in the birth rate throughout the

1970s has obviously hit the toy trade. In 1970, for example, 9.3m children were in the prime under-10 target group. By 1978 there were only 7.7m. Although the decline in the birth-rate did not come as a surprise to the toy trade, it did have two significant repercussions. One was that it meant that in the absence of a growing market, the trade had to encourage parents to spend more per child to achieve any volume sales growth after allowing for inflation.

The second was that it encouraged manufacturers to export a greater proportion of their output. To their credit, UK manufacturers responded to this challenge with the result that about a third of their £305m output (at manufacturers' prices) in 1978 was exported.

However, this exporting success was double-edged. Not only did it leave manufacturers open to the fickleness of children's tastes in the various overseas markets, but it also meant that when the value of Sterling appreciated rapidly last year, their toys were priced out of overseas markets. This in particular happened to Lesney's prices for its Matchbox models in the U.S. market.

In the 1980s, however, the problems for the toy trade caused by a declining birth rate should be eased. Official figures show that the birth rate is on the increase and by the middle of the decade, if current trends continue, there should be some real growth in the number of children being born.

In the UK trade, the impact of inexorably rising costs and

interest rates has also exacerbated the manufacturers' basic problem that the bulk of their sales are in the last third of the year. However, the production and marketing cycle has to start much earlier, which means that finance has to be found to build up stock levels in advance.

Many small retailers in the toy trade would also argue that the manufacturers have cut their own throats in succumbing to the demands of the multiple store chains. Multiple such as Tesco or British Home Stores have increased their sales of toys at Christmas by buying in volume and thus forcing large discounts out of the manufacturers. The multiples can then afford to cut prices and capture a large share of the Christmas toys trade.

Faster

As the Price Commission pointed out in one of its final reports before being wound up by the Government: "These discounts are negotiated from a position of increased buying power by the multiples and we have no evidence to suggest that they can be wholly justified by manufacturers' cost savings. The manufacturers are thus being subjected to a squeezing of margins."

The Commission also pointed out that "given the multiples' general policy of stocking only the more successful and faster selling toys and games, and the concentration of their retail sales during the Christmas period," it was likely that the multiples would increase their market share. This would in-

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FINANCE AND THE FAMILY

Son's interest-free loan

BY OUR LEGAL STAFF

My son wishes to make me an interest-free loan. What document should I provide him with to enable him to claim repayment of the loan from my estate without having to pay Capital Transfer Tax on the amount? Does the fact that no interest is to be paid constitute a problem in regard to Income Tax? If so, are there any steps that can be taken to minimise the problem? A receipt stating the terms of the loan with a duplicate held by you would suffice. The benefit arising by the absence of interest will have to be brought into computation for Capital Transfer Tax, but as this will affect your son's CTT position, not yours, it is less likely to present a problem (unless he has used all his available allowances). We see no income-tax problem. If the loan is very large it may need to be restructured.

Disorderly pub customers

Three years ago a new tenant arrived at one of the local pubs. The tone soon deteriorated. This last summer season reached a high peak in noise and general nuisance, often a long while after supposed closing times. Residents are constantly woken up and many have complained to the

brewery, but nothing is done. Can a group of local residents obtain the closure of a pub? Can they at least force a change in tenancy? Apart from opposing the renewal of the licence for the public house in question when next it comes up for renewal at the licensing sessions, there is nothing that you can do directly to require it to close or enforce a change in tenancy. If the brewery is unmoved by your representations, however, it might be possible to persuade the Local Authority to require abatement of the noise nuisance pursuant to Section 58 of the Control of Pollution Act 1974. If you can procure a number of complaints about the noise to be made to the Local Authority.

Creating a tenancy

In 1971 I rented an unfurnished flat on a three year agreement which was not renewed on expiry. However, I have continued to pay the rent and agreed to two rent increases subsequent to the expiry of the agreement. I am normally resident abroad and have been since the inception of the lease and only visit the flat very occasionally, it being occupied full time by my son. Is it possible under these circumstances to have the

"tenancy" transferred to my son? It is probable that you have nothing but a tenancy at will which can be determined without notice. However there may be a periodic tenancy terminable on notice of the period of your rent intervals. Your son has no right to claim a tenancy, but you can try to ensure that a tenancy in his favour is created by payment and acceptance of rent. You should therefore arrange for your son to pay rent in his own name, and hope that the landlord will accept it.

Measurement from a wall

In accordance with my deeds I built a boundary wall 3 ft from my neighbour's building. A year later, my neighbour dug down to his foundations and located the footing, which protruded 4 inches nearer my wall. Did I take my measurement correctly, or shall I have to take my wall back? We think that your measurement was correctly taken from the wall itself.

A chargeable event

Some five years ago I bought some Abbey 11 per cent Income Bonds. These matured on April 1 last year—on April 9 I surrendered these bonds and later received payment by cheque dated April 20. I know I have to pay tax on gains, but should this not apply to the year 1978/79 and not to 1979/80 for which I have received an assessment? From what you say, the chargeable event was the maturity of the bonds on April 1. That

The terms of a covenant

In 1950 my (then) neighbour, wishing to extend his garden, bought a single freehold building plot between his house and mine. When this plot was conveyed to him I believe he entered into the restrictive covenant imposed on all purchasers of plots on this residential estate not to erect more than one dwelling house thereon. In 1960 this neighbour (now deceased) sold his house and plot to my present neighbour, who is now seeking planning permission for the erection of two houses on the "single" plot. What steps could I take please to establish definitely whether the restrictive covenant entered into in 1950 was registered at the Land Registry, and having established the

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

being so, the gain is deemed to have arisen on that day, and it is consequently assessable to income tax for 1978/79 (regardless of when you actually received the money).

Brokers stamp duty

I had purchased and have now resold some South African shares through a firm of stockbrokers members of the London Stock Exchange. The transfer deeds for the purchases have still not been delivered to the stockbrokers by the market and therefore they have not yet been able to send the shares for registration into my name. In these circumstances, I have raised my argument with the stockbrokers that the transfer deeds for the purchases, upon receipt by them from the market, be redelivered to the market against the sub-sales under the Finance Act, 1963, Section 67(5) thus avoiding, (a) unnecessary registration of shares into my name in order to make quick delivery against the sub-sales, and (b) the payment by me of the 2 per cent Stamp Duty as this becomes payable by the sub-purchaser. I did not get a satisfactory reply to my argument and the firm of stockbrokers insists on ad valorem Stamp Duty being paid by me. What do you think? We think that you could properly require the brokers to bear the stamp duty if they have not followed your instructions on the sub-sale and if you gave those instructions in time to enable the brokers properly to follow the course which you suggested.

fact of registration, to ascertain the precise details of the covenant? I should add that the land in this area is not registered. You can search at the Land Charges Registry against the name of your 1950 neighbour. If this discloses a Land Charge Class D (ii) you can then bespeak a copy of the entry—but this may not be sufficiently full to satisfy your purposes. There is however no other way of ascertaining the terms of the covenant except by asking the original covenantor (i.e. the vendor of the plot when your neighbour bought in 1950). You may wish first to show your own deeds to a solicitor with a view to ascertaining whether the covenants are in a form enforceable by covenantors among themselves at all.

Problems of an overseas portfolio

TAXATION

DAVID WAINMAN

REMOVAL of exchange controls may encourage more overseas portfolio investment. But there seems to be many misconceptions about capital gains tax on currency investment.

Capital gains and losses are calculated in accordance with a set of formulae, these now being set out in the Capital Gains Tax Act 1979. Gains, or losses, are in general defined as the difference between the cost of acquiring an asset and the proceeds of its disposal.

But glimpse of the obvious as it may be, this description of the tax's operation leads us straight to two key principles. First, we must be clear what is the asset being purchased or being alienated.

Secondly, if a figure is required by the law to be put on each of acquisition and disposal, these can only be sterling figures. All the taxes under the Revenue's care are not only assessable and payable in sterling—the computations leading to the quantification of that liability must also be in sterling.

This has been a rather labourious explanation. But it is the only way in which one can dispense of the first of the general misconceptions. If a taxpayer buys shares in General Motors for \$4,100 and sells them for \$4,500, his gain is not \$400 translated into sterling at the

time he receives that last-mentioned figure. The computation required by the Act is as follows. First quantify in sterling the disposal proceeds, at the date of that disposal. Since this law is explicitly defined as the contract date, this involves translating the dollar proceeds into a sterling equivalent as at that time.

We will see below exactly how that transmutation is to be achieved, but for present purposes let us assume that we can use \$2.25 as the appropriate rate and produce a sterling figure of £2,000.

Next, we need a sterling equivalent of the acquisition cost at its contract date. If the buying rate for spot dollars at the date of the purchase contract was \$2.05, then the Revenue would regard the shares as having cost £2,000.

They would therefore accept that the taxpayer had broken even for capital gains tax purposes.

These computational figures may bear little resemblance to what the taxpayer himself might regard as the reality of his transactions. He might have found, for instance, that the actual sterling cost of the \$4,100 which his agent wanted in settlement of his purchase was \$1,971, if the rate was \$2.08 at the time of settlement.

It might also be that he had not remitted and reconverted to sterling the dollar proceeds of the sale, but had reconverted them in the U.S. Neither of these affects the General Motors computation already set out, but we cannot dismiss them without further thought.

The Inland Revenue says the difference between the £2,000 acquisition cost of the General Motors shares, and the £1,971 actually paid for them, is a gain made by repaying a loan.

The taxpayer owed his agent currency equivalent to £2,000, and the latter accepted (that same) currency when it was equivalent to £1,971. However, a loan of this kind from an agent to a taxpayer is not so far as the borrower is concerned, a chargeable asset within the scope of capital gains tax, and he is therefore not liable to tax on this £29.

The position regarding disposal and reinvestment is what most people find surprising. But it is a matter of pure logic as soon as one recognises what are the chargeable assets upon which the taxman fixes his sights.

When the taxpayer contracts to sell his General Motors shares, he creates not only a disposal of that asset effective at the contract date, but also a simultaneous acquisition of another chargeable asset, namely dollars.

Foreign currency is within the scope of the tax, except where it is held for the taxpayer's personal expenditure, or that of his family, outside the UK.

The taxpayer's only way of quantifying into sterling the disposal proceeds of his General Motors shares is to ask questions. How many dollars did he receive? and how many pounds would he have received had he sold those dollars for sterling? In other words, the sterling figure is the

spot selling rate at the date of the contract: applied to the dollars later received or receivable.

But the law then sensibly agrees that this same figure should be taken as the acquisition value of the new asset acquired—the £4,500 which the taxpayer holds for reinvestment.

On the subsequent date when he contracts to reinvest these dollars, he values his "realisation" of them at their spot selling rate, and once again this forms the acquisition cost of his new holding of shares.

Different inspectors of taxes may well, over the coming months, evolve different methods of dealing with these calculations. It would obviously be easier, in any case in which sale and reinvestment are close in time as well as being equal in amount, if the acquisition and disposal of dollars were to be regarded as no more than a step in the succeeding acquisition of the new investment.

There are, on the other hand, taxpayers whose sales and purchases are frequent, but are unmatched in time and amount. For them, a system of dealing with dollar balances on an annual revaluation basis has long been operated by agreement with the Revenue.

Each taxpayer must decide whether he can operate within the strict statutory basis set out above, or whether he needs to approach his own Inspector for agreement to deal consistently, some other basis. But it will help neither party if the taxpayer makes this approach under a total misapprehension about the statute's requirements.

Chargeable gains interpreted

Chargeable gains for 1978/79 are agreed as follows:

	Gains	Losses
On qualifying unit trusts	3,008	244
On other shares	2,450	378
Carried forward	—	341
	£5,458	£963
	(£4,475)	
I have been assessed as—		
\$3,475 at 15 per cent		521
17 per cent		470
Tax payable		£51

I have appealed, claiming that the credit applicable should be £511 as calculated under Section 112(3)(b) of Finance Act 1972, i.e. 17 per cent on £3,008—this being the smallest of the three alternative amounts under that sub-section. The Inspector insists that the credit given in the assessment is that as calculated under Section 112(3)(c)—i.e. on £3,008—£244. I countered that an amount under (c) would come to 17 per cent or £4,475—£761, and so not applicable. Surely the

calculation under (c) is with reference to total chargeable gains less losses on all classes of assets—not just on the qualifying unit. Do you agree? You are right, and we congratulate you on understanding the oddities of section 112 better than the taxman does. If he had taken the trouble to read the Inland Revenue's own leaflet CGTSA, he would have seen that the Board support your interpretation of section 112(3), not his.

The figures are, as you say, (a) £521.35, (b) £511.36 and (c) £760.75—not CGT bill is therefore £9.89, not £51. The Board are anxious that taxpayers should not be overcharged, and so we suggest that you mark your reply "For the attention of the District Inspector, since your case is probably being handled either by a junior inspector or, more likely, by a tax officer (higher grade). You may wish to invite the District Inspector to check that no other taxpayers dealt with by the officer in question have been charged too much CGT on disposals of unit trust units, etc.

Base metals may go ahead after the gold dust settles

HAS THE DUST settled in the gold market? Nobody can tell at this stage, of course, but after a wild leap of \$90 to \$850 per troy ounce at one time on Monday and a dizzy plunge to \$680 on Wednesday, following the curbs imposed on speculative dealing in the U.S., the price seems to have settled down to around the \$700 level—give or take a handful of dollars.

The price fluctuations have been so violent that the difference of \$260 between the lowest and highest levels reached this week equals the full price of the metal which was obtaining as recently as last May. Inevitably, gold share prices have bowed to the winds.

At current levels most gold share prices are still reasonable, being justified by mine earnings based on a lower bullion price of \$500, or a little less. As I have pointed out before, however, this does not prevent them falling when the price of gold takes a tumble. For the time being, therefore, holders of high dividend-paying golds, have no reason to part with their shares.

MINING

KENNETH MARSTON

It may be that the bullion market is more soundly based now that some of the speculative froth has been blown away. However, a worrying aspect of the high metal price is the damage that it must be causing to the demand from the jewellery trade which in 1978 took 1,000 metric tonnes out of a total world supply of 1,742 tonnes.

At the moment the high street jewellers are doing a good trade as buyers are snapping up gold items at prices based on metal purchased at much lower levels than now. When this demand is satisfied, it could take some time before the public rushes to buy more gold jewellery at the higher prices that are in store.

There could thus be a significant falling-off in gold demand by the jewellery trade—more likely to be made in the lower 9 carat gold content, for instance—and in the long run this could affect the price unless there is to be an even greater speculative demand.

Price resistance is already making its mark on the important market for platinum jewellery in Japan as Sir Albert Robinson, chairman of South Africa's Rustenberg Platinum Mines has pointed out this week.

He is particularly irked by this because while Rustenberg and Impala, sell the metal at their "fixed" price of \$420 per ounce, the Japanese jewellery trade buyers have to pay free market prices of about double the producers' level to obtain their metal supplies after various middle-men have taken their profits.

Sir Albert is still confident about the prospects for platinum and at the relatively low producer price this is not surprising. But he has lived through the past price swings in this market he still feels that it is necessary to maintain a "modest" dividend policy despite the expectation of a fresh rise in profits this year.

Recent share buyers who took a different view are sadder and wiser this week.

While it would be rash to assume yet that the precious metals have had their day, I still prefer to look ahead to prospects for the base-metal miners. In a less spectacular way than the precious metals, the humble base metals enjoyed a good recovery last year and company profits therefrom have made a fine showing.

Prices of copper, zinc, lead, nickel and the rest are still far from being high when related to production costs but the world economic recession suggests that they could fall before they rise again. Perhaps, and I can only offer this thought as one for consideration, Soviet Russia's recent actions have altered the case.

In other words, Western defence spending seems more likely to rise than fall and—like it, or not—the fact remains that this spells increased demand for metal. At all events, the base-metal producers appear to be reasonably confident that metal prices will stay firm.

This week America's Texasgulf, which has big Canadian base-metal mining interests, has forecast "even better" results in 1980 following more than doubled profits in 1979. South Africa's Messina (Transvaal) copper mining and industrial group also expects to earn more this year, anticipating that copper prices will be at least as good, if not better, than in the company's financial year to last September.

From Australia MIM (Holdings), the country's major producer of base metals has announced nearly quadrupled profits of A\$93.8m (£43.6m) for the past half-year and has commented on the fact that the spill-over of "investment" demand from precious metals to base metals could maintain prices of the latter.

Indeed, as our Commodities Editor has explained this week, such buying is already distorting the normal demand-supply picture in many commodities. But leaving aside the special factors, I still feel that when the world eventually pulls out of recession, existing mine capacity will be hard-pressed to meet the demand for base metal.

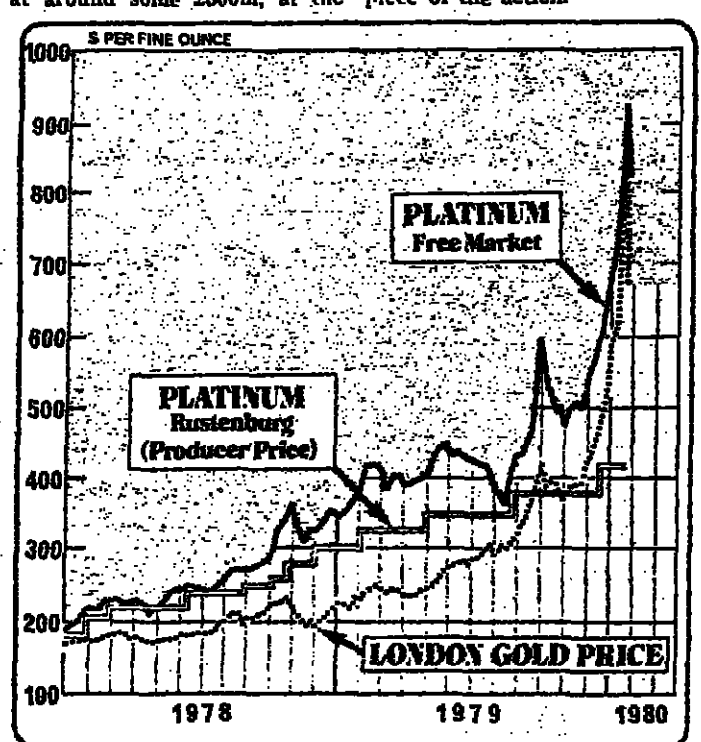
For this reason I recommend Australia's Western Mining at 150p three weeks ago. The share is "up" and still worth buying as are the other major base-metal stocks then suggested, Anaconda, Inco, Noranda, Rio Tinto-Zinc and Selektion Trust.

My view of Western Mining has been further strengthened this week by the news that the massive Olympic Dam copper-uranium find at Roxby Downs in South Australia is turning out to be even bigger than was previously thought and that a new deposit—perhaps an ex-

tension of the original discovery—may have turned up 25 kilometres away.

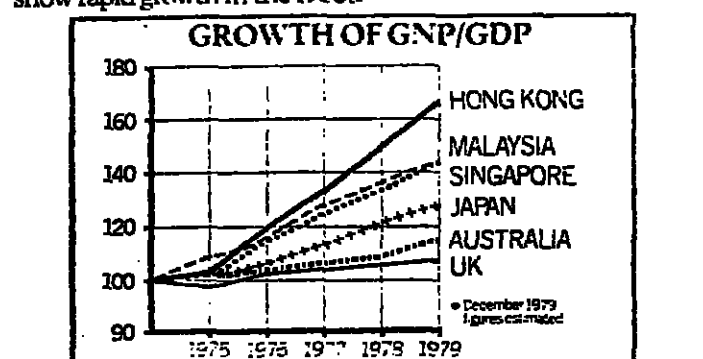
The eventual development of Olympic Downs is still a long way off and its cost can be put at around some £500m, at the

least. Fortunately for Western Mining and for us in the UK, British Petroleum is the 49 per cent partner and there may be no shortage of other major concerns willing to pay for a piece of the action.



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The Bond may be used to provide a regular income—paid yearly, half-yearly, quarterly or monthly—free of immediate tax.

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YOUR SAVINGS AND INVESTMENTS

Richard Lambert looks at a novel investment trust

Warm glow from the City

AN INGENUOUS scheme to support a worthwhile cause is to be launched on the Stock Exchange next week. It is an authorised investment trust—but of a rather special kind.

All the income which it generates will go to the Institute of Child Health, which is the medical school at the Great Ormond Street Hospital for Sick Children in London. All the capital appreciation (or losses) will be passed on to the holders of the ordinary shares, which are to be offered for sale and quoted on the stock exchange.

The Child Health Research Investment Trust, as it is to be called, is backed by some high-class City names who are giving their services for nothing. Stockbrokers Cazenove and Company are arranging the underwriting and listing, Williams and Glyn's is the receiving banker, and Safferys has provided accounting services.

The directors and the investment managers, G. T. Management, whose other quoted

investment funds include Berry Trust and G. T. Japan, will not be charging any fee either.

The idea was conceived by Richard Thornton of G.T. Management, in response to an appeal for funds by the Institute of Child Health. The trustees of the appeal will subscribe for £200,000 of loan notes which will be entitled to receive all the income from the fund. The ordinary share capital will amount to £500,000.

This is a development of the old "split-level" investment trusts—most of which have turned out to be pretty rotten investments in recent years with the capital shares normally standing at a big discount to net asset values.

The new trust, however, will have a relatively short life—it is to be wound up after seven years—which should help to limit the discount in the meantime. It has one very novel feature—once a year, the directors will ask shareholders whether they would like to consider the idea of winding the whole thing up straight away.

So if its shares fall to a big discount on net asset value the chances are that it will soon disappear.

Such a proposal would send shudders of horror through the boards of those more conventional investment trusts which currently stand at discounts of 30 per cent and more to their net assets value. It is, of course, a lot easier to make such a gesture when you are not being paid for your services.

The trust will aim to produce an overall gross yield of 5 or 6 per cent a year, which is usefully more than the Institute of Child Health could get by investing £200,000 in the gilt-edged market.

If the managers can make its income grow by 10 per cent a year, then by 1986 it will be pulling in over £80,000 for the charity. And the income could be considerably greater than that if the asset base expands as a result of successful investment.

The structure of the trust has been dictated by tax considerations. The Institute has to be



The income goes to help children.

seen to be investing on a prudent scale, and not indulging in a commercial activity. At the same time, it would be damaging to the concept if purchasers of the ordinary shares were deemed to be making a gift of income to the charity.

The idea is that investors should experience a warm glow when they buy the shares, but not feel that they are making a Franciscan-type sacrifice.

The trust deserves to succeed. Its managers will not be making

any money out of it, but they are well aware that their heads will be on the chopping block if things go badly wrong. Yet it is not something for the really small investor, or for anyone who cannot afford to cherish that nice warm glow.

Apart from anything else, it would take away half the point of the scheme if the trust each year had to go to the trouble and expense of sending reports to thousands of small shareholders.

Calling BP shareholders..

AN IMPORTANT deadline is fast approaching for the thousands of small investors who successfully applied for shares in British Petroleum. For by 3 pm on Wednesday February 6, they will be required to find the 213p per share outstanding balance on the partly paid issue.

November's BP share sale was specially tailored to appeal to the small investor. Altogether 80m shares were offered at a price of 583p each but only 150p had to be paid out at the time of application. The minimum application was a mere 75 shares, while investors had the added incentive of avoiding stamp duty and stockbroker commission.

By Wednesday week, however, they have to decide whether to meet the Government call for the rest of the money or sell their partly-paid shares in the market.

Some investors may already have opted out. There has been a lively market in the partly paid "new" shares which went above 180p early in December but which are now below the partly paid price of 150p having touched 125p before Thursday's close of 137p. Trading in the

partly paid market has the advantage and disadvantage of "gearing"—investors do better than ordinary BP shareholders when the price goes up but worse when the price goes down.

On the basis of Thursday's partly paid price of 137p those original subscribers who have stuck with the new issue are sitting on a 9 per cent loss.

This is a direct result of the recent underperformance of BP fully paid ordinary shares against the rest of the market. Thursday's price of 340p compares with a market price on the day of the offer of 364p, while over the same period the FT Actuaries All Share index has

encouragement to the bears. Among bull points on the other hand BP's North Sea oil reserves are safe from political disruption while the possibility of another Middle East crisis on a three to five year view (if not sooner) is far from remote.

Mr. Paul Clifton of stockbrokers Scott, Goff, Hancock, is advising his clients to stay with BP unless their portfolios are particularly top heavy with oil shares. "BP is a good stock for the small investor," he adds.

But do remember to take some action. Letters will not be sent to remind shareholders (advertisements, however, are being placed in newspapers) and the penalties for forgetting to take action could be severe.

If your cheque for the outstanding 213p a share does not arrive at the appropriate receiving bank by February 6, you may be asked to pay interest over the period of the delay at a rate of five points above Minimum Lending Rate (22 per cent with MLR where it is). Moreover, payment after February 6 could cause administrative problems while letters of acceptance may not be readily accepted in the market.

INVESTMENT

TIM DICKSON

moved significantly higher.

Feeling about BP in the City is divided with fears of a surplus of oil supplies this year, a weakening of Rotterdam spot prices, and the consequent pressure on refining and marketing margins giving

Going back to the land

IN THAT far-off age of innocence, the 1950s, the good life meant cars, freezers and washing machines. But today, many people believe, it means going back to the land.

Investors have been rediscovering the virtues of owning farmland, for while the yield is low the prospects for capital appreciation over the long-term are good.

Pension funds have been investing steady amounts in farmland, either directly or through exempt pooled funds. The latest report of the Post Office Staff Superannuation Fund, the largest pension fund in the UK, told members that it would like to ease the percentage of funds held in farmland—at present 5 per cent or £40m—because it is investment in one of Britain's most efficient industries and vital to the nation.

Private investors in farmland have a choice of only two funds—the Property Growth Assurance Agricultural Fund and the City of Westminster Assurance Farmland Fund.

The latest Money Management figures show that over the past three years to the end of 1979, an investment of £1,000 would have reached £1,681 on an offer-to-bid basis while for PGA Agriculture it would have been £1,536.

So agricultural investment



seems good over the long-term. The industry is efficient and the supply of farmland is limited. But these are also the conditions that lead to a volatile market.

Severe competition for farms can send prices up rapidly, with the inevitable fallback. Yields are traditionally low, so the return comes from capital growth.

In the early 1970s, prices of prime agricultural land rose rapidly, sparking off investment interest in farmland. The market overheated and prices fell alarmingly during the bear market phase of 1974-75.

But the recovery in prices during 1977 and 1978 was even more dramatic, and agricultural funds topped the property performance tables.

The rise continued until around July and August, 1979, when prices peaked. Then the decline set in and by the year-end prices were back to the level at the start of the year—around £2,300 per acre for vacant possession good farmland against a peak of around £2,600. The Money Management figures show

that over 1979, £1,000 invested reached £1,087 for PGA and £1,007 for City of Westminster.

The tenant farmer market, a more restricted sector, has not seen the same rise, or the same fall in price. Hence the difference in performance between PGA and City of Westminster.

PGA concentrates on the tenant farm in its portfolio while City of Westminster buys vacant possession either directly through a sister company or with a farm manager. Both funds concentrate on arable farming primarily in Eastern England.

So the prospects this year for each fund depend on different factors. City of Westminster relies on the movement of vacant possession prices, which Martin Nathansen thinks could start to perk up again during 1980.

PGA, on the other hand, acquires many of its farms through sale and leaseback. It is now well known in the farming sector and the approaches are made direct to fund manager Warwick Thompson.

The fund's performance relies on rent increases, invariably every three years. Last year the rents of 20 farms rose by 46 per cent, but a lower rise of around 33 per cent is anticipated this year.

PGA fund is thus offering investors a more stable price performance and steady growth. City of Westminster will tend to have a more volatile performance and timing will be essential. It is unlikely that prices will pick up to any degree until interest rates come down, possibly in the spring.

Investors should only commit a small part of their assets to these funds. Alternatively they can leave the decision to the life company by investing in a property fund that holds agricultural land in its overall portfolio.

Abbey Life holds about 7 per cent in farmland, but has not made any recent acquisitions.

Eric Short

An object lesson for art investors

"ALTERNATIVE" investments are growing in popularity. Poor returns from equities and bonds in recent years have encouraged people to look elsewhere for investments which might keep pace with inflation.

One problem, however, is how to measure the performance of such assets. Unlike shares, which are traded on a daily basis in highly active markets, alternative investments tend to sit on mantelpieces or lie in cellars for years.

This is particularly so in the case of art objects. This week, the Economist Intelligence Unit has published a special report, *Art as Investment*, which attempts to log the movement of prices of works of art over the past 20 years. Taking a sample of some 180 transactions at auctions round the world between 1960 and 1979, the report concludes that about 70 per cent of them produced a better return than industrial shares in Wall Street or London.

These conclusions, on the unit's own admission, must be extremely tentative. After all, the sample, although covering

objects as diverse as Chinese ceramics, Victorian silver and Old Master paintings, is really very small.

The costs of buying and selling are not included in the calculations and there is no doubt that auction costs are far greater than those incurred by equity investors.

Moreover, many of the objects in the sample look distinctly pricey to all but the most affluent investor. The more humble end of the scale, where objects change hands for sums below £1,000, is where the bulk of the market operates.

As the report says: "If a recession has a severe impact on earnings this end will be extremely vulnerable, and it can be expected that prices might well crumble."

As Mr. John Butler, author of the report, says: "Private investors should not invest in works of art unless they know exactly what they are buying."

Art as Investment: The Economist Intelligence Unit, £20.

T.D.

An offer you must refuse

HOLDERS OF Treasury 9 per cent 1980, which will be redeemed at par on March 3, are being offered £110 of a new stock Treasury 9 per cent 2000 for every £100 of the old.

They should have no hesitation in turning this down. Conditions in the gilt market are such that the new stock will immediately trade below par, presenting those rash enough to convert with an overnight loss.

The deal, in fact, is such a bad one, that the Bank of England is bending over backwards to make it clear to stockholders that the nominal and cash value of the offer could be very different. The Bank is nonetheless legally obliged to make a formal offer of the conversion.

Stockbrokers W. Greenwell estimate that given current yields on equivalent long dated stocks, Treasury 9 per cent 2000 would be worth around £76 in the market. This means that £110 of the new stock would be worth around 83p, leaving the unfortunate investor some £163 worse off.

Why Britannia should manage your portfolio.

Britannia's investment management team demonstrated its abilities with great distinction over the past twelve months, dominating the unit trust performance charts in 1979 with first, second and third.

How can you benefit from Britannia's investment expertise? Our Unit Trust Portfolio Management Service is designed to meet the needs of those who have more than £10,000 to invest. It consists of an individually managed portfolio chosen from the wide range of successful Britannia unit trusts. The funds are specialised in high income, fixed interest, energy, gold shares, property shares, North America and the Far East as well as more general UK trusts.

Your portfolio will be given the individual day to day attention of a director of Britannia Fund Managers who will decide on the timing of investment in particular trusts or when to hold cash.

All this is at no extra cost to investing in a unit trust yourself. If you have investments in individual shares and wish to avail yourself of the Unit Trust Portfolio Management Service these may be exchanged for units at a considerable saving.

For further details of the Unit Trust Portfolio Management Service please write or telephone—

M. R. M. Page, Director
Britannia Fund Managers Ltd., 3 London Wall Buildings,
London Wall, London EC2M 5QL. Telephone: 01-585 2777.
*Source: Standard Savings Magazine



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FRAMLINGTON

Extra Income

A new unit trust with a 10.5% yield.
Until February 7 the initial charge is only 3¼%.

EXTRA Income Trust will aim for a gross yield two percentage points above that of our existing Income Trust.

At the time of going to press this was 8.51%; the estimated gross starting yield of EXTRA Income Trust is therefore 10.51%.

The managers will also aim for growth of both income and capital. They believe that this is a good time to invest. From their experience, high yielding shares bought now will do particularly well when the expected fall in interest rates begins.

Although past experience is not necessarily any guide to future performance, intending investors will wish to know about our two previous UK unit trusts. (Our other three are low yielding international funds.)

Income Trust was launched on 31 December 1971. By 31 December 1979 the offer price of units had risen 117%, compared with 19% for the FT All-Share Index. Net income from an original investment of £1,000 had risen from £27.80 in 1972 to £130 in the last year and totalled £382; by comparison, £1,000 in a typical High Street cash deposit would have given less income (£553) and the capital would still be only £1,000, while the Income units could be cashed in for £2,052.

Capital Trust, which seeks only an average yield, is up 208% since it started in January 1969, compared with 27% for the All-Share Index. It is in the top ten of all unit trusts over 3, 5, 7 and 10 years. An investment of £1,000 at launch has given £450 net income.

Investors should recognise that investing for extra yields may involve a reduction in long term growth potential. Nevertheless, the managers intend to invest for growth. They will select high yielding good quality equities, avoiding preference and other fixed interest stocks and concentrating on UK shares.

The price of units and the income from them may go down as well as up.

Investment in a unit trust should be regarded as long term. Investors should put short-term money in a bank, building society or other cash deposit.

Units in Framlington EXTRA Income Trust are 50p each until 12 noon on Thursday 7 February. The minimum investment is 600 units, which cost £300.

In due course it is the intention of the managers to raise the maximum initial charge allowed by the Trust Deed to 5%. Until then investors will benefit from an initial

charge of only 3¼%. The annual charge will be at the traditional level of only ½%+VAT.

To invest, complete the coupon and send it with your cheque to arrive not later than noon on 7 February. Applications received after then will have units allocated at the price ruling on receipt.

General information

Applications will be acknowledged and certificates will be sent within 42 days. Income net of basic rate tax is distributed to unitholders on 15th September and 15th March. The first distribution will be on 15th September, 1980. The offer price includes an initial charge of 3.25%. This may be increased to 5.00% after 7th February, 1980. There is an annual charge of 0.5%+VAT. Remuneration is paid to qualified intermediaries; rates are available on request, but will not exceed 1.25%. "Marketing Allowance" is not paid. Units can be bought and sold daily. When you sell back units payment is made within 3 days of receipt of your renounced certificate. Prices and yields are quoted daily in leading newspapers. The trust is an authorised unit trust constituted by Trust Deed. It ranks as a wider range investment under the Trustee Investment Act, 1961. The Trustee is Lynch Bank Limited. The managers are Framlington Unit Management Limited, 64 London Wall, London EC2 (Reg. in London 895241). Member of The Unit Trust Association. This offer is not open to residents of the Republic of Ireland.

FIRST PUBLIC OFFER of units in Framlington EXTRA Income Trust. Offer closes 7th February at 12 noon.

To: Framlington Unit Management Limited,
64 London Wall, London EC2M 5NQ.

I/We wish to invest the sum of £..... (minimum £300) in Framlington EXTRA Income Trust and enclose a cheque payable to Framlington Unit Management Limited. I am/we are over 18.
(Please state Mr/Mrs/Miss or title. Joint applicants should all sign this form and give other details separately.)

Surname(s).....

Full name(s).....

Address(es).....

.....

Signature(s)..... FT

Extra Income Trust

One Year Income Bond

18.10% p.a.
of basic rate tax
equivalent to **25.86% p.a. gross**

YOUR OPPORTUNITY to join the thousands of investors who are benefiting from the new income bond issued by Liberty Life. GUARANTEED RETURN OF CAPITAL in full at the end of 1 year. If you should die while the bond is in force, income payable to your estate or to your beneficiary (if named) will be £1,000. If you are now under 55 and in good health, an amount of £2,637 will be paid per £1,000 invested; this amount is reduced for older investors.

TAX ADVANTAGES. The bond has been designed in the most tax-efficient manner under current legislation and is a combination of a single premium policy and an annual premium endowment assurance, which qualifies for premium relief. At the end of the year, the single premium policy matures and the guaranteed maturity value provides both the annual premium under the qualifying endowment assurance and your income payment. The endowment assurance is then surrendered to return your capital in full. The payment of the annual premium is arranged for you by the end of the year. The bond is subject to the single premium policy application form below. Your premium under the bond is subject to the standard terms and conditions of Liberty Life. If you are not sure of your tax position or require further information or assistance, please contact your Advisers of Liberty Life on 0-440 9111.

FOR THE HIGHER RATE TAXPAYER the bond provides particularly attractive returns. The net return to 40% taxpayer is 18.3% p.a. to 80% taxpayer 12.7% p.a. EARLY WITHDRAWAL. These attractive returns require investment for the full year. Should you unexpectedly need your money, however, the Company will quote a surrender value.

The rates of return assume basic rate tax at 30% and premium tax relief at the rate of 17.5%. Any changes in these rates will affect the income payment. For each £1,000 investment, the qualifying endowment assurance annual premium is £300.00. Provided your total annual premiums under this and any existing qualifying policies do not exceed £1,500 for 1980 of your income, whichever is greater you will be entitled to full premium tax relief. The bond is based on Liberty Life's understanding of current law and inland Revenue practice in force at the time of writing. Standard terms and conditions of Liberty Life. If you are not sure of your tax position or require further information or assistance, please contact your Advisers of Liberty Life on 0-440 9111.

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To: LIBERTY LIFE ASSURANCE COMPANY LIMITED
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HOW TO SPEND IT

by Lucia van der Post

Furniture for the Eighties



The very essence of nostalgia is this collection from the French company of Grange. Grange is an old-fashioned family company in Lyons which recently brought in a new young dynamic team who set about doing scientific market research before launching a whole series of "new" designs.

Their extremely lengthy and detailed research told them that the crisis of 1974 would give birth to "the need for cosy surroundings, reassuring, warm, expressed by a return to the old and authentic values, the search for roots, for natural substances and materials." They interpreted this as meaning that the public would be searching for a new style which would find its "expression in romantic and rustic lines."

This accounts for the "romantic and rustic" look of the furniture in the photograph above.

I actually think there is quite a lot in what Grange has discovered. Many young people do seem to have found that what we have been used to calling "modern furniture" hasn't answered their needs. Why else are the young to be seen scouring the bric-a-brac and antique shops at weekends? It isn't just the price of a lot of modern furniture that puts them off, it is that it has failed to satisfy them in some deep way.

Though intellectually I shy away from the idea of the kind of mish-mash of styles that the brand collection by Grange represents, when I actually see it I have to admit that it has a distinct charm. It is extremely well-made in pine (with Cyprus veneers), all the pieces are polished by hand, all are made in small craft workshops in the Lyons area. The furniture

would look admirably at home in attic bedrooms, in country cottages and even in the homes of urbanites playing at rustic living. I have a feeling that many young girls long for exactly this kind of bedroom.

The brand collection by Grange is now available in a small group of retail shops. Prices seem at least on a par with other modern furniture, being neither cheap nor expensive. Also in the collection is a whole selection of accessories like "old" paintings, patchwork collages, lamps, cushions and fabrics. For further details about the furniture write to: Martine Luch, Delapole, High Street, Bray-on-Thames, Berks. In mid-February it will be on sale in Harvey Nichols of London, Abode of Stratford-on-Avon, Hills of Stratford, Jones & Rayner of Chelmsford.

FOR several years now I've been asked to help judge the Showpiece of the Year Awards at our annual Furniture Show and a fascinating task I find it. This year's show was held last November at the new National Exhibition Centre in Birmingham and I haven't written about it until now because although the show was open to the public it isn't until about this time of year that the new designs begin to filter into the shops.

I have to say at once that anybody looking for exciting innovations, for a startling new change of direction, anybody hoping to be amazed and astonished would have been disappointed by the selection of furniture I saw. Just as each time I go to a new hairdresser (very sickle I am) I go in the great hope that I may be totally transformed, so each time I go to the Furniture Show I go in the hope of finding something so absolutely stupendous that I can't wait to tell the world about it.

It is, of course, unreasonable. What our furniture industry is extremely good at, what it is all about is selling large amounts of furniture to a public that, by and large, wants good solid middle-of-the-road stuff at middle-of-the-road prices. And that is what they get. Most people of average taste and average income would find an enormous range of value-for-money lines to choose from.

Anybody whose taste ran to repro, who wanted approximate copies of Sheraton and Regency and Georgian lines would find a huge selection, most of it extremely well-made and quite well-priced.

If you were looking for pine or cane or glinting rows of chrome and glass you would have done extremely well. If you were looking for upholstery I could have shown you proudly to many a stand sporting finely-made, comfortable, good-quality upholstery in shapes, sizes and prices to suit most people.

It is only those, like me, who go in a state of unreasonable expectation who are doomed to disappointment.

But to the Awards. My four fellow judges and I had little difficulty in agreeing on some of the winners. The sofa by Roset that turns into a bed (photographed immediately below) was sufficiently

ingenious to win marks from us all—its quilted covers turn into a duvet and altogether it seemed genuinely new, interesting and worthy of an Award.

We all agreed that James Secombe's innovative bed (photographed at the bottom of the page), offering genuine help to those with back problems, deserved our approval. The Ashdown four-poster (not photographed) was fresh, pretty and the sort of design that many a family would long to have so that, too, won most of our votes.

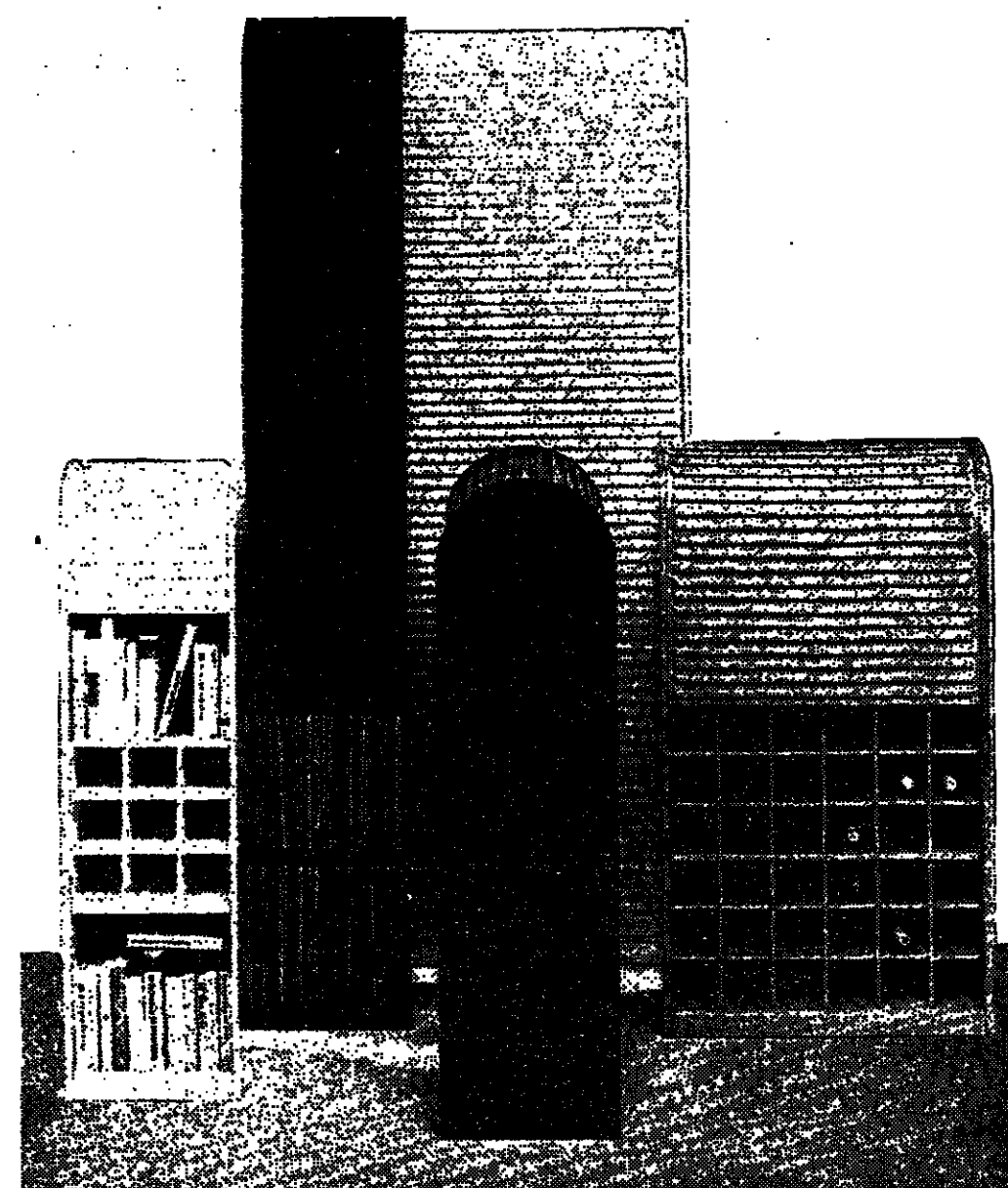
After that we began to fall out, in the friendliest way, of course. I, to my astonishment, found myself defending a piece of reproduction furniture—it was to my mind one of the most finely made, most desirable pieces at the Show. Made by R. E. Productions of Hove it is a solid English oak bookcase, made exactly as it would have been in the days when British cabinet-making was at its height. Solid wood, hand-cut nails, solid brass hinges and knobs, hand-made glass for the bookcase fronts. I am only sorry I don't have room to show it here. It is expensive (at £1,400) but is exceedingly pretty and versatile. In the end the rest of the panel voted with me.

I acquiesced in the choice of an inoffensive, and indeed quite nicely-made expanding dining-table by William Lawrence (not shown)—at £199 it would certainly represent very good value.

The final choice was a well-priced, useful but not startling collection of unit-seating by Georgian Furniture (not shown), originally seen by the judges covered in a nubby cream tweed but unfortunately later photographed in a much less attractive (to my mind) patterned velvet.

So, not a vintage year but in the collection of Award winners there are some pieces that could be the answer to many people's practical needs.

And if we look to the future what direction does the furniture world seem to be going in? I think the two photographs to the left and to the right sum it up—on the one hand there seems to be no end to the growth of the nostalgia industry while on the other hand there will also, hopefully, be new attempts to produce new shapes, designs and a look that is at once attractive, forward-looking and innovative.



By far the most exciting range of furniture that I saw at the entire Furniture Show, was sadly, a collection that was not submitted for selection for an Award. Designed by Aldo van den Nieuwelaar for the Dutch company, Pastoe, it is a series of storage units all of which have roll-tops which are an integral part of the design but serve at the same time to keep dust out, to cover up untidy shelves or simply to be used in any way the owner finds visually pleasing.

There are eight units which vary in size and there are three different heights and two widths. They can obviously be used singly, in which case I think they work visually as a piece of sculpture does, but they can also be used in groups to provide a complete range of storage. Each unit comes with a standard range of shelves but there are other optional interiors.

They can be used for storing records, books, wine, or used as a bar, or a desk.

They are made from wood laquered in white, black, blue, cream, rose or a dark natural wood colour. Similarly here too colour can be used for visual impact—the units can be used to play up the colour theme. The rolltops, or sliders, are made from vacuum-formed ABS and the ripple effect that you can see is also functional—it provides the grip, at any point, that enables the user to move the slider.

Prices range from £238 for a small narrow unit to £320 for a bureau sized unit. £460 is the top price for a tall (221 cms) and wide (74 cms) unit.

They will be available from mid-February from The Conran Shop, 77 Fulham Road, London SW3; The Baileys, Leamington Spa; Eddershaw's of Cardiff and Abbots Yard Furniture, Repton, Herts. The range is imported by Banks Healey.

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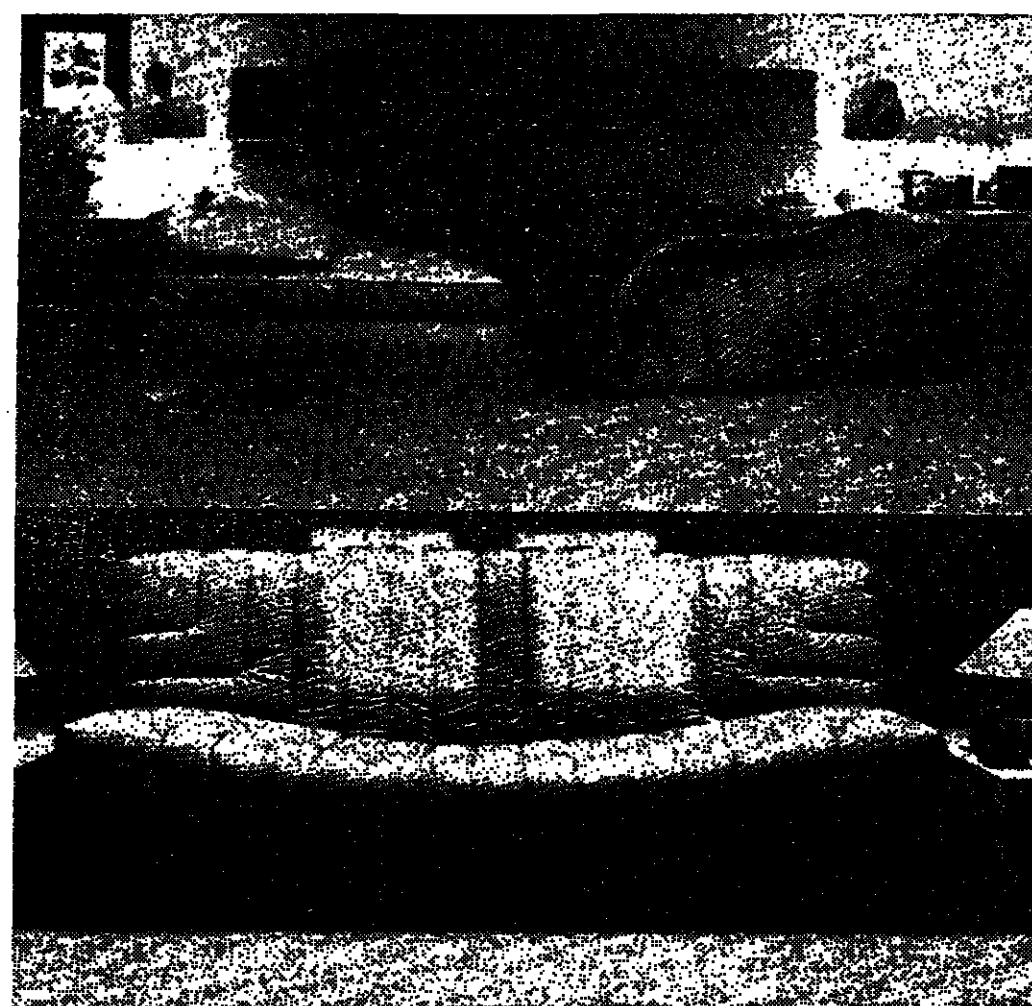
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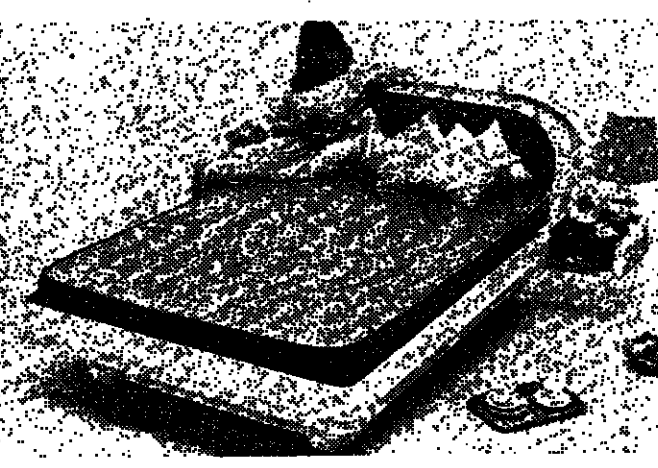


This was one of the most interesting new pieces of furniture to be seen at the recent Furniture Show. It looks like an ordinary sofa covered in a rather soft, quilted, duvet-like material. In fact it also converts into a double bed and the quilted cover of the settee can be removed to become a duvet. There are also two wedge-shaped cushions which can be used as pillows.

It sounds complicated but once one gets the hang of how it works, it is not difficult or tedious to use. Admittedly, I personally wouldn't like to have to undo my sofa in this way every night of my life, but it does offer a lot of potential for students and other people who are obliged to live in bed-sitting rooms and who prefer them to look rather more like sitting rooms than bedrooms. It has obvious scope too, for people who put up guests occasionally and could therefore use the sofa in, for instance, a study to double as an occasional guest-room.

The sofa bed isn't cheap but it is extremely carefully and nicely made. The seat unit which opens out to form the base of the bed is made from firm foam while the back unit of the sofa, which forms the mattress, has foam of a much softer density. Both of these sections are Dacron quilted.

This particular sofa measures 83 by 200 by 110 cms and sells from £654. By the French firm Roset, the sofa is called Armide and is on sale now at Les Longland, 224 Broad Street, Birmingham and from February at Heal's, London W1 and Indesign, 38 Watergate Street, Chester.



I have to admit that this is not a particularly good-looking bed and I was on the point of dismissing it out of hand on that account when I learned that in fact it incorporates an extremely interesting new development which should be of great help to sufferers of "back-trouble."

The bed has been completely moulded from Propathene (which for the 99.9 per cent of the population who aren't familiar with every brand-name, is ICI's polypropylene)

and the designers of the bed, James Secombe, an eminent orthopaedic surgeon and ICI's Plastics Division, all worked together to produce what was the most anatomically-correct bed they could devise.

The whole support system is exceedingly clever but simple so that the bed is formed from interlocking pieces which give the necessary support but at the

same time a regular series of drilled holes allows the mattress to be ventilated and the density of the foam to be varied.

The mattress itself is non-allergic and dust-free (a boon to those who suffer from common household allergies) and the design carefully takes account of the other practical details—space is allowed for the sheets and blankets, slides prevent the mattress sliding and so on.

The J5 2000 fashion bed costs £210, including the mattress. There are more luxurious and expensive versions that incorporate upholstered headboards and surrounds and which cost correspondingly more.

On sale now at The Baileys, Leamington Spa and from the end of the month at all Perring branches, some House of Fraser stores.

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TAKING YOUR CAR ON HOLIDAY 1

● CROSSING THE CHANNEL... ● WHAT IT COSTS... ● WHERE TO STAY...

Price war makes buyers' market

BY ARTHUR SANDLES

IF THERE is one bright spot on the motorist's horizon this year—and most of us desperately need one—it is the fact that the car ferry business is suddenly a buyer's market.

Prices are not actually tumbling on the ferry runs, but certainly they are weakening. The ferry companies have a surplus of capacity and an eagerness to compete. This year the motorist leaving the British mainland may actually feel wooed.

This pressure on prices may extend to other fields affecting the motoring holidaymaker. Rural hoteliers in much of Europe—including Britain—have not had a healthy time lately and are worried that if they increase prices too much they will frighten away even more customers.

The chill breeze of competition in these two areas may give some comfort to drivers worried about escalating costs in others.

Competition on the ferry runs is going to produce a measure of inconvenience. The break-up of the relationship between Townsend Thoresen and Sealink means that tickets for the two operations are no longer interchangeable.

Otherwise the change last year should bring nothing but good—but more of that elsewhere.

Of course, there are times when even the most eager traveller has doubts about the motor car. Last September was such an occasion for me, as I changed a wheel in driving Normandy rain while three restless daughters fretted about catching the ferry. But one takes the occasional bad along with the considerable good, and there is no question but that taking a car on holiday brings enormous benefits and freedoms.

It is freedom which has probably contributed most to the sustained popularity of motoring holidays. The family car is used for about two-thirds of British domestic holiday trips and is hugely popular for overseas visits, in spite of competition from package tourism.

The fact is that the package tour companies have failed to find a solution to the family's big holiday problem—how to get a decent summer holiday when schools are closed for a reasonable price. The heart of the car holiday market is the family with school age children, apparently well heeled but in

fact burdened by hefty mortgages, high family outgoings and where the wife probably cannot work because of those family commitments.

A motoring holiday gives such a group a chance to sample domestic and foreign pleasure in pleasant circumstances and yet with a controllable budget. If cash runs low you can always turn to cheaper pensions and live on French bread and cheese.

Thus the car holiday market has thrived, at least in relative terms when compared with other areas of consumer spending. The result is a proliferation of ferry routes, an enormous growth in accommodation aimed at passing motoring trade, a substantial expansion and up-grading of camping and caravanning facilities, and considerably improved roadside catering.

This year may not be the year of bargain-priced petrol, but it is certainly the year when the motoring holidaymaker will find himself pilled with attractive offers.

Insurance

UNFORTUNATELY, things can go wrong on a motoring holiday, and it is best to consider problems in advance. One of the basic misconceptions about insurance is the belief that somehow it protects you against the accident or incident. It doesn't. It simply helps you to deal with the problems if they arise.

This may sound a superficial comment, but it is remarkable the number of people who take out insurance with little or no concern about how or where to claim. For example, it is a nonsense for one member of the family to take out family insurance and not tell the others where the policies are or what the claims procedure is.

Within the EEC, and in some other countries where there are reciprocal deals, British residents (but not the self-employed or unemployed) can get medical help free or at a substantial discount. Form SA 28 produced by the Department of Health and Social Security gives details.

Once the form is completed you will get Form E111 entitling you and your fellow passengers to local treatment.

Reciprocal treatment is also available in some other countries, the DESS has up-to-date details.

This E111 cover can be administratively fiddly to obtain when actually in Europe and is not always for 100 per cent of treatment. It is best therefore to top up with normal medical cover.

Read the small print to ensure that you are getting what you really want. The AA, for example, covers the member's spouse for car problems if he or she is enrolled as an affiliate. Unmarrieds could, it seems, find themselves in difficulties if the member has, for example, departed the scene perhaps for urgent business or health

reasons since only the member can sign the vouchers.

If you take out medical insurance make sure you have contact numbers for the company's agents in the countries you are visiting. A hospital may not take your word for it that you are insured.

Most European countries like to see an accident report if you are involved in an incident on the road. Your insurer/motoring organisation should give you one. After an accident fill in the form with any other motorist involved. You simply enter what you can agree on. Since road accidents often are followed by differing descriptions of what happened it is worth keeping the camera

that most of us take on holiday accessible in the car. Take as many shots as possible from as many angles as you can.

As far as spares are concerned, I usually carry spare hoses, bulbs, a fan belt, numerous nuts, bolts and screws, a ball of picture wire and a basic tool kit. You can hire emergency kits for most makes of cars for a relatively small amount.

The wire I regard as the most important part of the kit. It is invaluable for holding down a boot lid after the lock has broken, for tying up suitcases and for holding on bits that are falling off. I once secured a detached exhaust system with a wire coathanger.

Fares structure never so complicated

BY WILLIAM HALL

NEVER IN the history of the cross-channel ferries have there been as many fare bargains available as there are currently. But never before has the structure of tariffs been so complicated.

If you thought finding the cheapest air fare to Timbuctoo was a problem, just wait till you try to pick out the cheapest way to cross the Channel. The two main competitors, Townsend Thoresen (part of European Ferries) and Sealink, have been advertising heavily to win customers.

Townsend Thoresen's slogan is, "Look before you book." It has gone to a lot of trouble to pick out the fares of its rivals and set them against its own in a series of adverts. British Rail's Sealink, meanwhile, has embarked on an advertising campaign entitled "How to win the price war."

Both operators believe they are cheaper than the other, and in some cases this is true. A lot depends on the time and date of sailing. Meanwhile, P & O Ferries, smallest of the three operators on the busy short cross-channel routes, said just before Christmas that it would be cheaper than most other operators on the vast majority of fares.

The fact is that no one is sure. Prices are changing all the time

with the result that much of the early advertising is out of date already. Take, for example, Sealink. In December it announced a £10 reduction in all car ferry prices for French route bookings for July and August provided they were paid for by January 31. Less than a month later the discount was increased to £15 and only a week after that the period the discount was available for, was extended.

At the time of writing, Sealink's £15 discount was available on bookings paid for before March 1 yet Sealink adverts were still indicating that the discount was available only for peak period crossings to France before February 1.

What it costs in July*

	Normal	Peak
Cortina + 4 adults		
Sealink	59.3	63.8
Townsend P & O	53.0	65.0
Mini + 2 adults		
Sealink	32.6	36.0
Townsend P & O	33.0	42.0
Rover + 2 adults, 2 children		
Sealink	49.4	53.9
Townsend P & O	51.0	64.0

* Single fares, assuming use of Sealink Early Booking discount. Dover, Calais/Boulogne.

discount was available only for peak period crossings to France before February 1.

To understand why things have suddenly become so complicated it is necessary to look at the background. Until the mid-1970s the short sea crossings between Dover and Calais/Boulogne, etc., were dominated by Sealink (British Rail's ferry operation in partnership with its French and Belgian counterparts) and Townsend Thoresen. Both groups maintained a fare pooling arrangement by which any passenger could travel on either a Sealink or a Townsend ship. The tickets were interchangeable.

This rather cosy arrangement had gone on for years. Then two things happened. First, a competitor in the form of P & O Ferries appeared on the scene. P & O had ignored its ferry operations for years and had tended to concentrate on the more important business of running ocean liners.

However, times change and P & O woke up to the fact that its ugly little ferries were one of the few profitable bits of shipping left. In 1976 P & O moved on to the Dover/Boulogne run. In 1978 it put a second ship on the route and a third ship is now due to start operating in a few weeks. Unlike its two bigger rivals, P & O

ferries remained outside the common fare agreement and undercut the others.

The second thing that happened was the announcement at the end of 1978 that Sealink was to be set up as a separate company with its own financial targets. Fired with enthusiasm and freed from many restraints, Sealink decided to adopt a much more aggressive marketing strategy and pulled out of its common pooling arrangement with European Ferries from January 1 this year.

That, at least, is Sealink's story. But at Townsend Thoresen they tell a different tale. The company has just spent £50m on three new super ferries which are bigger and faster than anything yet seen on the Channel.

Whereas a conventional ferry can cross the Channel in 90 minutes, Townsend's new ships will cross in 75 minutes. In addition, cars will leave the ship simultaneously on two levels and in four lanes at a time.

When all three ships are operating (the first began sailings on January 14) Townsend will be able to offer a daily capacity of 40,000 passengers, and 10,000 cars—50 per cent on present figures.

Townsend argues that because

the three new vessels can do the work of four old ships, the old pooling arrangement is no longer useful to them and so they had decided to pull out anyway.

Whatever the reason, it is clear that with the new capacity coming on to the Dover-France routes (Sealink, Townsend and P & O will have six extra ferries) a serious round of price cutting has broken out. The big problem, however, is to know how to take advantage of the offers being made. The best policy is to go to a reputable travel agent and ask for advice. But if you have a computer-like brain and want to try to assess the myriad permutations now on offer, here are a few tips.

A starting point which has not been tampered with (yet) is the basic cost of getting people, as opposed to cars, across the Channel. Here, Townsend charges £7 single, while Sealink charges £9.90. In both cases children aged between four and 14 travel for half price. Consequently, the more people you can fit into a Mini, the more value for money Townsend fares are likely to be.

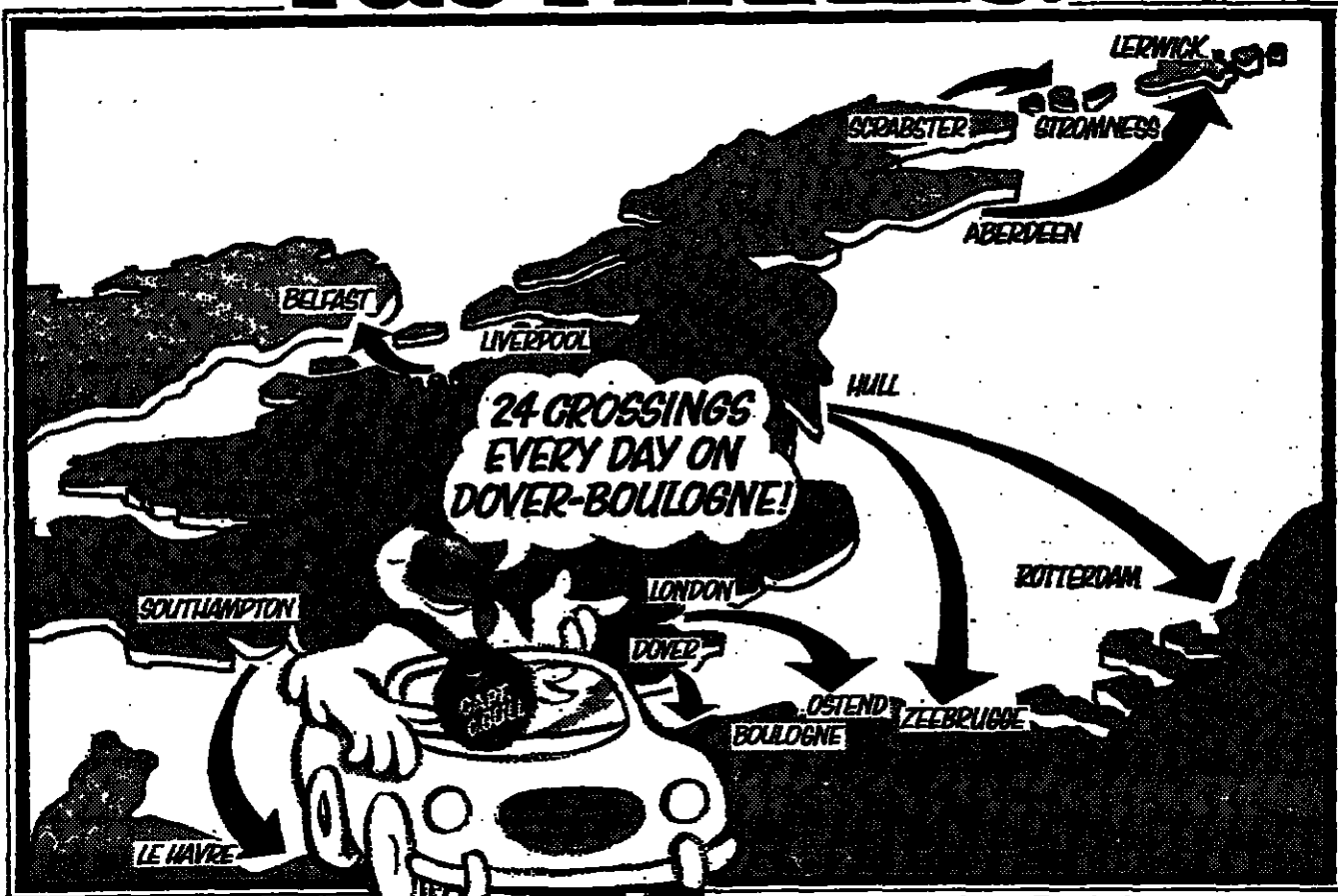
Another thing to watch is the length of the car. Townsend has three price categories—while Sealink had four—but has now simplified them to two. In addition, Townsend has four different prices for the same vehicle during the summer season.

As a very rough rule of thumb a small car with one or two passengers can often cross the Channel more cheaply by Sealink than by Townsend. But it pays to shop around and the Sealink prices are affected by the £15 discount which, in present form, expires by March 1. Take that away and Townsend looks considerably cheaper, across the board.

While the real battle for supremacy is taking place on the high volume short sea routes between Britain and France, many holidaymakers prefer to take a longer crossing and reduce the driving once on the Continent. Brittany Ferries, which operates between the UK and Brittany and Spain, has pegged many of its prices at last year's levels. It operates from Southampton and Portsmouth to St. Malo and Roscoff. P & O Ferries operates between Southampton and Le Havre.

Then there are the hovercraft which skim across the Channel at 60 mph. Prices are sometimes higher than for ship crossings but both Hoverlloyd and Seashield have proved that there is a market for speedy crossings.

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TOWNSEND THORESEN

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Great ways for people going places

COLLECTING

Collectors items

BY JANET MARSH

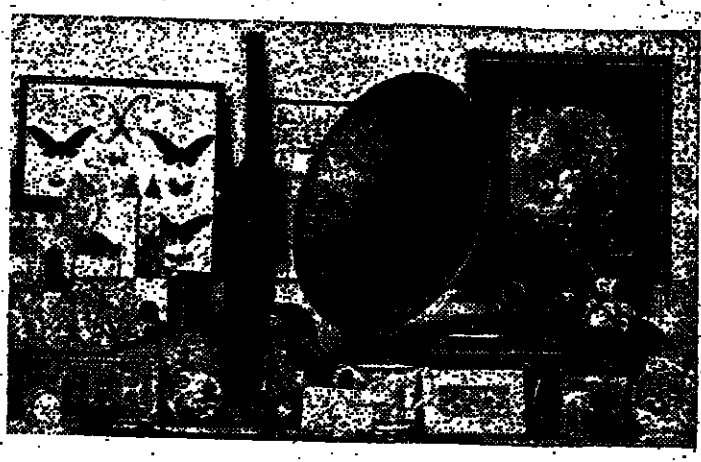
ALTHOUGH Phillips' annual turnover of more than \$50m in 1979 represents only a fraction of the total London auction market, the firm is expanding energetically. They have just announced the acquisition of the Rhineland mansion—a Madison Avenue landmark built in the twenties in the style of a French chateau—to house their New York operation, and in London this week they threw a party to mark the opening of their new Collectors' Corner in premises adjacent to their existing rooms at the corner of Blenheim Street and Woodstock Street.

Until now their collectors' sales have been held in the costly inebriated old rooms of Marlborough. Consolidating the operation and bringing it into the West End in this way reflects both the growing importance of this area of the market, and Phillips' determination to take a lead in it.

"Collectors' Items" is, in its current usage, a fairly recent notion. Until a very few years ago the term might have been applied indiscriminately to miniatures, grandfather clocks, fine furniture or porcelain. As now used, however, it would exclude all these categories, though (as I discovered from Christopher Weston, Phillips' chairman this week) it is hard to arrive at a comprehensive definition of what it does include.

Collectors' items are rarely, in the strict sense, antiques. They tend to be objects that were created originally with no pretension to art works. They tend also to be of industrial manufacture and of fairly ephemeral life expectancy. Thus collectors' items can include printed pot lids (which originally had no greater aim than to decorate purely practical containers), Stearns, children's toys and dolls, lead soldiers, fireworks, automobile mascots, cigarette cards and postcards. These, indeed, are all among the dozen or so categories in which Phillips will in the future classify their West End series of collectors' sales.

Twenty-six sales are scheduled for the coming year, not including sales of stamps, bonds, banknotes and old stocks (a rapidly growing field), which will account for a further 35 auctions. The unusual timing



of the sales, at mid-day, suggests that Phillips contemplates attracting a new non-trade public of lunch-time collectors.

It is not entirely easy to predict the investment potential of these out-of-the-way and comparatively unexplored fields. Will the passion to collect practically anything, an almost universal social characteristic of the seventies, continue indefinitely? Will people ten or thirty years hence still so passionately want to own old copies of Micky Mouse Weekly, Dinky toys, old car hooters and picture postcards, as our contemporaries do?

Some areas, of course, look more promising than others. Every year Phillips publish a chart, on which their departmental specialists set out the market pace-makers of the past year, the categories to watch over the next twelve months and "Items which should continue to be a hedge against inflation." The collectors' items that were most in demand in 1979, it seems, were car mascots, photographs, dolls, tin toys, train sets, soldiers, 17th and 18th century lace. For 1980 the "Pace-makers to watch" are automobiles, sporting memorabilia, oriental embroideries, Victorian dolls' furniture and tin toys, photographs and Russian and Chinese bonds.

Interestingly but predictably, however, none of these categories appears in the hedge-against-inflation column of the chart, where the recommended specialised subjects are things like firearms, veteran motor cycles and fine vehicles, exceptional musical boxes and African tribal art.

One reason for the growing market distinction between "antiques" and "collectors' items", and for the spectacular growth of the market in the latter, is, of course, that as conventional fine antiques have become progressively harder to

find, they have moved out of the range of the modest collector.

How real is the apparently growing dearth of good antiques? In England, and France we tend to be much richer in antiques than most other countries of the world, despite depredations from abroad that go back at least to the early part of the century and the first enthusiasm of American collectors. Since then there have been successive German, Japanese and Middle Eastern invasions.

Because of London's pre-eminence as a centre of the fine art trade, however, there is always a tendency for goods to drift back home. Christopher Weston, however, has forebodings about this situation. If Britain is obliged to fall into line with the EEC countries in imposing a value added tax approaching 30 per cent on auction purchases prices, this Mr. Weston is convinced, would be the end of London as a fine art centre. The market would be driven West to New York, where, of course, the London auction firms already have their firm footholds.

Mr. Weston was also deeply anxious this week about the possible effects on our antique stocks of the current silver hysteria. "The melting down of antiques is a frightening threat to Britain's heritage," he said; "it should be illegal to scrap antique silver which is irreplaceable." He pointed out that it may also be imprudent. "Most owners would do better financially to sell by auction than to smelters." He pointed out that at Phillips' silver sale last week, on the peak Friday of the silver rush, the average price of silver was still two pounds an ounce higher than the top bullion rate. He is now pressing for an official embargo on melting down antique silver without a ruling by the plate committee of Goldsmiths' Hall that the object concerned is without historic or artistic merit.

Most likely to succeed

GOLF
BEN WRIGHT

TOM WATSON is very much the centre of attention here this weekend as he launches his 1980 campaign in the Andy Williams San Diego Open, which is played at the most beautiful municipal golf facility I have ever seen, Torrey Pines. And I have not forgotten Pebble Beach a few hundred miles further North to which our caravan moves next week for the Bing Crosby National Pro-Am.

While Pebble Beach boasts only one 18 hole course, and most addicts who have played it would quote the words of the popular song "Nice work if you can get it," and ask: "Is there need for anything more?" Torrey Pines has a North and South course that each meanders along the highest cliffs above the Pacific Ocean in this lovely sunny part of the world. One is so far above the beach that the mountainous surf rolling in is heard only as a mere murmur. At weekends the intrepid, or insane hang gliders soar silently but rather unmercifully above the golfers.

U.S. Masters champion Fuzzy Zoeller tries to gain much needed inspiration from the fact that he won his first tournament here exactly a year ago by five shots from Watson. It is now history that Zoeller also beat Watson and Ed Sneed in the epic play-off for the Masters title in Augusta, the only one of the four major championships in which Jack Nicklaus' heir apparent made a really respectable showing. Watson missed the 36th hole cut in the U.S. Open at the Inverness Club in Toledo, Ohio, tied for 26th place in the Open Championship at Royal Lytham, where he scored 81 in the final round, and finished nine shots behind Australian winner David Graham in the U.S. PGA Championship at Oakland Hills, Birmingham, Michigan.

Just to refresh your memories, Watson won a record \$462,636, averaged 70.27 shots per round to win the Vardon Trophy for the third successive year, won five of his 21 American starts, was second four times, and third once. He was also voted the game's best shot-maker and "Golfier of the Year" for the third year running. But, judged by his own high



TOM WATSON

standards, Watson was in a sense disappointing, as he explained. He had "no chance" to win the U.S. Masters until Sneed dropped a stroke to par at each of the last three holes. And after the U.S. Open in June, at which stage he appeared certain to win half a million dollars, he won only one more tournament, the Colgate Hall of Fame Classic at Pinehurst, and only once finished in the top six, tying for fifth in the 38th World Series.

Watson is very keen to win here because he set a tournament record of 269 in 1977, in which year he went on to win the U.S. Masters and, in my opinion, the most memorable of all modern era Open championships at Turnberry. As he told me "Now that was a fine year." But Watson's most burning desire is to win this year's U.S. Open at Baltusrol. He is very conscious of the fact that his record in the four major events is in urgent need of attention. Although he also won his Open at Carnoustie in 1975, Watson has yet to win his own Open or the U.S. PGA Championship. Last year Watson took two weeks off to prepare for the U.S. Open, and now admits that it was a major mistake. "I lost all my competitive edge and under pressure at Inverness my swing completely deserted me. I shall play my way in tournaments before the major events in 1980."

This extremely likeable 30 year old is the overwhelming choice among his fellow competitors to dominate them again this year. Of the 106 players who voted, 96 forecast Watson to be the leading money winner, and 78 expect him to win the Vardon Trophy again. He also topped the poll as the man likely to make most birdies and to have the biggest percentage of sub-par holes.

Watson came second to Lon Kinkle in the Eagle Table, and second to Ben Crenshaw for putting. Only for driving accuracy, driving distance and greens hit in regulation figures did he finish outside the top three. Incidentally Lee Trevino was an overwhelming winner of the first and third of those categories, while Zoeller is expected to be the longest hitter.

So is Watson really ready, as they say here? My spies tell me that he could not be much better prepared, contrary to expectation. The newfound delight in fatherhood and the harsh winters in Watson's native Kansas City were supposed to have blunted his competitive urge. But I understand that Watson has been working very hard on his driving and short game for some weeks with Bob Murphy at the latter's home in Florida. On Wednesday night I had dinner here with a gentleman who was one of Watson's original sponsors and his long time partner in the Crosby. I was told that on one of many late afternoons recently in Kansas City, Tom scored 66 against the gentleman in question and "could not have looked more ready."

The last words are from Watson in answer to my question, asking him if he felt a lot of excitement had gone out of the game with Nicklaus' apparent demise. Tom replied: "Since Jack has left the tour what we need is a rivalry like he and Arnold Palmer had to steam up some interest. Right now there doesn't seem to be any good rivalries around to talk about." Over to you Jack, or anyone else for that matter. Goodness knows I wish there was a Briton in sight ready to have a go, or even the new honorary Briton, Seve Ballesteros.

British miracles

CHESS
LEONARD BARDEN

THE LAST couple of weeks have had the air of an age of miracles for British chess results. Nigel Short beat four grandmasters and became the world's youngest international master at age 14; John Nunn tied for first prize in the ICL Hastings congress, the first home victory in this prestigious event since Alexander in 1954; England drew 4.4 with the mighty Russians in the opening round of the European team finals, and in this match Tony Miles beat world champion Anatoly Karpov playing Black in the decisive 1 P-K4, P-QR3.

Scaling such heights creates correspondingly more ambitious expectations which are not always fulfilled. The day after drawing with the USSR, England lost to Bulgaria. Peaks of achievement also create their own over-familiarity and complacency. Even Miles, even Short, do to impress the media in future unless they reach the final stages of the world championship? Many British newspapers and TV or radio news bulletins did not rate Miles' win from Karpov as worth a mention.

For the Russian and East European public it will be different. Karpov was USSR's 1978 sportsman of the year, and was personally decorated by Brezhnev for his success in keeping the world title against a Westerner in an opening thought so bizarre that it does not even have a name in the textbooks will be remembered in the same way as England's soccer defeat by the U.S. is still quoted here. White: A. Karpov (USSR). Black: A. J. Miles (England). Opening: Birmingham Defence (European team final, Skara, Sweden, 1980).

1 P-K4, P-QR3. The round 1 pairings were announced two months before the tournament, and Miles, at home in Birmingham, decided on this antidote to Karpov's formidable command of theory. The move has been used with Black's first and second moves transposed by Basmov on the Cutty Sark congress circuit, while 1 P-QR3 for White was introduced by Andersen against Morphy. But given the setting of the present game and its result, the England team choice of "Birmingham Defence" may stick.

2 P-Q4, P-QN4; 3 N-KB3. More forcing is 3 P-QR4, Chandler-Basman, Lloyds Bank 1979. Like most great masters, Karpov prefers solid play in round one of tournament, but here it may not be appropriate. 3 B-N2; 4 B-Q3, N-KB3; 5 Q-K2, P-K3; 6 P-QR4, P-B4; 7 QPXP (not liking 7 P-K5, P-B5). BxP: 8 Q-N2, P-N5; 9 P-K3, N-Q4; 10 N-K4, B-K2; 11 O-O.

After this routine play the KP becomes weak, so the more forcing 11 P-KR4 or 11 N-N3 is preferable. 11 N-QB3; 12 B-Q2, Q-B2; 13 P-B4. Still 13 N-N3. Now Black gets the QN5 square as a useful minor piece outpost. 13 PxP ep: 14 NxP, NxN; 15 BxN, N-N5! 16 BxN.

BRIDGE
E. P. C. COTTER

IGNORANCE of basic principles proved costly in two deals from rubber bridge. Let us see where the declarer went wrong in this first example:

N. ♠ 5 3
♥ K 10 9 4
♦ J 6 4 2
♣ A 7 3
W. ♠ Q 10 6 4
♥ K 8 2
♦ Q 10 5
♣ Q 8 2
E. ♠ 8 2
♥ J 6 5 3
♦ 9 7 3
♣ 10 5
S. ♠ A 9 7
♥ A 7
♦ A 8
♣ K 9 6 4

With both sides vulnerable, South dealt and opened the bidding with one club, North replied with one heart, and South's three no trumps concluded the auction. Three no trumps in such a sequence shows 20 points, but South has a good 19, including three Aces, so important in no trumps, and a workable five-card suit. West led the spade Queen, and declarer withheld his Ace until the third round. South was a very fair player—he did not stake all on the club finesse, but he played Ace and King of clubs, hoping either to drop a doubton Queen with West or to find East with the guarded Queen. Unfortunately West "needed the lead with the Queen, and defeated the contract with his spades. The Backward Finesse would have saved the day. It is not enough for declarer to play a low club with the intention of finessing dummy's seven, because West will play his eight. The correct play at trick four is to lead the club Knave. West is forced to cover, and a club is returned from the table. The declarer is prepared to play his King if East produces a low club as an additional safety measure against Queen, ten

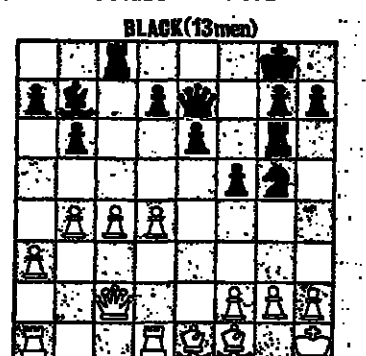
Conceding the two bishops, a message on an open board. But if 16 B-N1, N-Q4 threatens both NxB and B-B4 followed by N-B5.

16...BxB; 17 QR-B1, Q-N3; 18 B-K4, O-O (delayed casting fits in well with Black's strategy of early wing play); 19 N-N5, P-R3; 20 B-R7 ch, K-R1; 21 B-N1, B-K2 (not P-N2 22 Q-R5 ch); 22 N-K4, QR-B1; 23 Q-Q3.

This line-up against KR7 is all that Karpov can muster to counter Black's active pieces and powerful bishops; but simple play now takes Miles to a winning endgame. 23...RxB; 24 RxB, QxNP; 25 R-K1, QxKP; 26 QxQP, B-N5; 27 R-K3, Q-Q4; 28 QxQ, BxQ; 29 N-B3, R-B1 30 N-K2, P-N4!

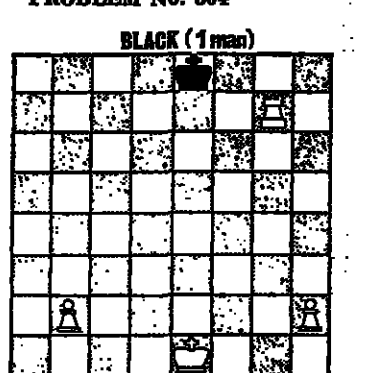
Miles plays the final stages accurately; the king and bishop pair will support the pawn majority's advance. 31 P-R4, R-N3; 32 PxP, PxP; 33 P-Q3, P-R4; 34 R-N5, K-B3; 35 R-N4, B-Q3; 36 K-B3, B-K4; 37 K-K1, R-KR1! 38 P-B4 (else, R-R3 ch followed by R-R7), PxP; 39 NxP, B-B3; 40 N-K2, R-B8 ch; 41 K-Q2, R-R7; 42 P-N3, B-KB6 (forcing the win of a second pawn after which the rest is easy); 43 R-N8, R-N7; 44 K-K1, BxN; 45 B-B3, RxF; 46 R-QR8, B-B2; 47 RxBgms. Karpov adjourned but resigned without waiting to see Miles' final move, which was sealed. The last two British victories over reigning world champions were Penrose v. Tal, Leipzig 1960, and Blackburne v. Dr. Lasker, London 1899.

POSITION No. 304



Winter v. Colle, 1930. A typical practical puzzle in tactics where Black (to move) has a choice of plausible tries. Should he continue (a) 1 P-Q4 (b) N-R6 (c) B-K5 (d) N-K5 (e) N-B6 or (f) R-R3? Extra credit if you find the hidden point (which occurred in the actual game) to justify Black's choice.

PROBLEM No. 304



White mates in six moves at latest, against any defence (by B. Lindgren, Eskildston Courier 1950). The black king is trapped and White has a simple choice: (a) 1 P-QN4 (b) 1 P-KR4 or (c) a rook move. The puzzle is to decide which one of these is the only way to mate in six. Solutions Page 14.

ENTERTAINMENT GUIDE

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A businessman's guide to living costs

By DAVID CHURCHILL

HOW PRICES COMPARE IN STERLING

THE METEORIC rise of the cost to the international businessman of staying in London is confirmed by the latest Financial Times survey of living costs for businessmen around the world.

Four years ago London was 38th in the world rankings of the most expensive cities for the businessman travelling overseas. But the increase in the value of sterling and the soaring cost of London's hotel accommodation saw it rise to 14th place three years ago, 11th last year and to top of the list of 66 cities.

Last year Tokyo was the most expensive city and Peking the cheapest. While Peking still remains the cheapest place for the businessman to stay, Tokyo has eased to 9th place.

The survey was compiled with the help of FT correspondents around the world and is based on more comprehensive data for each country available in the FT book, *Living Costs Overseas—A Guide for Businessmen*, price £48.

Copies are available from the Book Sales Department, Financial Times Business Publishing, Minster House, Arthur Street, London EC4R 9AX.

City	Exchange Rate (units per £)	Index	Restaurant B&B	Dinner	House Wine	Whisky	Beer	Snack	5 km Taxi	Hotel Lunch	Dinner a la Carte
London	1.00	100	65.50	11.00	4.00	0.45	0.50	2.50	2.50	7.00	12.00
Jeddah	7.09	97	62.06	13.40	0.85	0.85	0.85	3.53	2.12	10.58	13.40
Paris	8.90	96	53.93	15.73	2.81	1.69	1.12	3.37	2.81	11.80	16.85
Frankfurt	3.80	91	47.63	14.47	5.26	2.37	1.32	3.16	2.37	10.53	15.79
Brussels	41.35	90	45.64	14.67	7.50	1.83	1.39	4.89	2.28	7.42	16.30
Abu Dhabi	7.92	90	50.44	11.36	6.31	1.16	1.16	3.53	1.26	7.58	15.15
Dubai	7.92	88	47.98	13.89	6.31	1.39	1.20	3.79	1.52	6.94	13.89
Manama	0.80	88	48.88	9.38	4.38	0.94	0.81	4.38	1.25	8.13	18.75
Tokyo	521.75	84	38.52	19.17	5.75	1.92	1.15	4.79	2.68	6.90	19.17
Moscow	1.38	84	56.52	10.87	2.90	0.87	0.51	1.81	1.45	5.07	7.25
Muscat	0.727	82	47.39	9.63	6.88	0.89	0.96	3.42	2.75	6.74	9.63
Nassau	2.11	81	48.81	11.85	4.26	1.30	1.23	2.18	2.18	3.32	10.90
Geneva	3.52	80	45.45	9.09	2.56	2.27	0.85	3.98	3.13	7.39	12.78
Kuwait	0.59	79	50.00	11.86	0.47	0.47	0.47	3.39	2.54	5.93	11.86
New York	2.11	76	42.18	11.85	3.55	1.42	0.95	2.84	2.13	7.82	13.03
Stockholm	9.01	75	38.84	13.87	4.55	1.08	1.44	2.33	2.77	4.99	16.65
Copenhagen	11.20	74	37.46	12.50	4.46	1.25	1.34	4.02	3.57	8.04	14.28
Vienna	27.35	70	40.58	6.40	1.83	1.83	1.46	2.19	2.19	8.41	11.88
Houston	2.11	69	39.45	10.43	4.03	1.07	1.18	2.25	1.90	5.81	10.07
Amsterdam	4.22	68	38.63	14.22	3.08	1.01	0.59	2.37	2.37	7.11	13.03
Rio De Janeiro	65.44	67	38.20	7.64	3.42	1.53	0.23	2.29	0.76	7.64	10.70
Helsinki	8.95	66	31.68	12.42	4.97	1.49	1.24	2.48	2.48	5.59	13.64
Chicago	2.11	65	37.68	9.48	2.84	0.95	0.71	2.13	1.66	4.26	11.85
Seoul	1013.15	64	28.44	10.90	6.63	1.35	1.47	4.74	0.59	4.74	14.22
Oslo	10.49	64	27.41	11.69	7.02	1.50	1.12	3.74	2.81	5.33	14.03
Luxembourg	61.35	62	30.15	13.04	1.30	1.22	0.90	3.59	1.43	5.70	16.30
Tel Aviv	66.00	58	32.70	9.09	1.14	0.68	0.38	1.97	1.06	7.11	11.85
Athens	79.06	58	38.58	5.06	0.88	1.01	0.57	1.26	0.88	5.88	6.89
Los Angeles	2.11	57	34.60	7.58	2.84	0.95	0.71	1.90	2.37	3.79	7.11
Manila	15.51	57	22.18	6.45	9.67	1.29	0.32	1.93	0.64	1.90	12.89
Hong Kong	10.58	56	33.51	7.56	2.83	0.66	0.52	1.42	0.66	5.20	8.51
Sydney	1.94	56	31.62	9.02	2.58	0.51	0.51	2.06	1.55	5.67	10.31
Singapore	4.61	55	31.95	7.16	4.77	0.98	0.57	1.52	0.65	2.71	7.05

A) The index is based on three nights bed and breakfast, two a la carte dinners in a first class international hotel, one dinner in an average restaurant, three bottles of house wine, one hotel lunch, two snack meals, one 5 km taxi journey and five whiskies.
B) The exchange rates are based on the Financial Times published list on November 13 1979.
C) There are the usual anomalies relating to the use of alcohol. Soft drinks have been substituted for wine and spirits in Pakistan, Kuwait and Saudi Arabia.

City	Exchange Rate (units per £)	Index	Restaurant B&B	Dinner	House Wine	Whisky	Beer	Snack	5 km Taxi	Hotel Lunch	Dinner a la Carte
Amman	0.63	54	33.17	4.05	1.19	1.11	0.95	1.83	0.71	4.40	9.13
Madrid	140.75	53	27.82	6.04	1.21	1.71	0.46	2.13	1.07	8.53	10.64
Birmingham	47	53	30.00	5.50	3.25	0.41	0.43	2.00	2.00	4.75	10.25
Montreal	2.51	53	25.50	10.96	3.19	1.00	0.60	1.39	2.79	5.98	11.95
Jakarta	1319.00	52	29.44	7.58	3.79	0.98	0.76	1.52	1.14	3.98	6.82
Cairo	1.45	51	24.48	8.28	4.83	1.21	0.69	2.07	0.69	3.79	10.34
Warsaw	66.00	51	27.26	4.54	5.30	1.82	0.61	2.27	0.61	3.79	6.06
Rome	1755.05	50	29.05	8.54	0.85	0.46	0.34	0.99	1.42	6.83	8.54
Budapest	44.17	50	29.43	3.85	0.68	1.36	0.68	0.68	0.90	4.07	10.64
Kuala Lumpur	4.63	49	24.95	3.89	9.72	0.86	0.65	0.97	0.83	2.91	4.86
Karachi	20.78	49	33.45	2.17	1.20	1.35	1.20	0.96	0.48	2.17	2.98
Dublin	1.02	48	26.72	8.58	2.21	0.49	0.44	1.96	1.57	5.64	8.33
Tunis	0.84	47	24.40	7.74	1.19	1.55	0.57	3.81	0.71	5.24	7.74
Bangkok	42.86	46	29.93	5.13	0.82	1.05	0.82	1.17	2.33	3.59	3.53
Khartoum	1.73	46	20.29	6.36	8.67	1.16	0.87	1.59	0.58	3.76	6.07
Panama City	2.11	45	22.51	5.69	2.84	1.18	0.71	1.42	2.37	3.79	9.48
Port of Spain	5.07	42	25.84	3.94	1.97	0.39	0.24	0.94	1.38	3.55	7.10
Johannesburg	1.75	42	24.17	6.00	2.00	0.31	0.37	1.49	2.29	5.23	6.57
Toronto	2.15	42	21.83	7.97	3.19	0.70	0.44	1.19	1.79	3.39	7.57
Mexico City	48.15	42	27.10	3.63	1.45	1.14	0.52	1.25	0.83	2.49	4.15
Vancouver	2.51	41	23.41	6.77	2.39	0.60	0.50	1.20	1.79	2.99	6.57
Damascus	2.11	41	26.07	3.79	0.95	0.83	0.83	1.62	1.62	2.84	4.74
Lima	506.50	41	25.88	3.75	1.28	1.38	0.34	0.99	0.69	3.36	5.92
Dacca	34.54	39	26.36	1.74	1.01	0.87	1.01	0.72	0.72	2.61	3.48
Auckland	2.19	39	23.06	6.85	0.91	0.34	0.23	1.48	1.60	3.88	6.85
Dar-es-Salaam	17.49	37	16.58	4.29	7.43	0.86	0.60	1.71	1.71	2.57	4.29
Rabat	8.06	37	18.24	4.34	1.24	1.49	0.43	2.48	0.99	5.58	6.82
Nicosia	0.75	34	21.25	3.33	0.53	0.67	0.53	2.00	1.00	3.67	4.33
Lisbon	106.80	33	17.79	4.68	0.70	1.22	0.56	1.22	0.66	4.03	5.62
Belgrade	39.76	30	14.46	3.77	0.88	0.75	0.30	1.26	1.76	6.29	7.54
Colombo	32.76	30	14.50	2.59	4.10	0.53	0.46	0.61	0.61	2.14	2.75
Salisbury	1.46	25	11.54	4.79	2.74	0.68	0.27	0.96	1.37	2.23	4.79
Peking	3.206	24	16.06	2.50	0.78	0.12	0.38	0.78	0.78	0.78	2.50

D) Sixty-six cities have again been used as the sample to show living costs around the world. Last year London was ranked in eleventh position but this year it is top, mainly due to the high cost of bed and breakfast. London also appears to have the largest selection of first class/international category hotels. It is worth bearing in mind that there are many good hotels adequate for the travelling businessman which are not as expensive. Moscow has made the largest jump—from 31st last year to eighth position. Tokyo has slipped but would have been higher had the city's bed and breakfast been more in line with the top three.

Weekend Brief

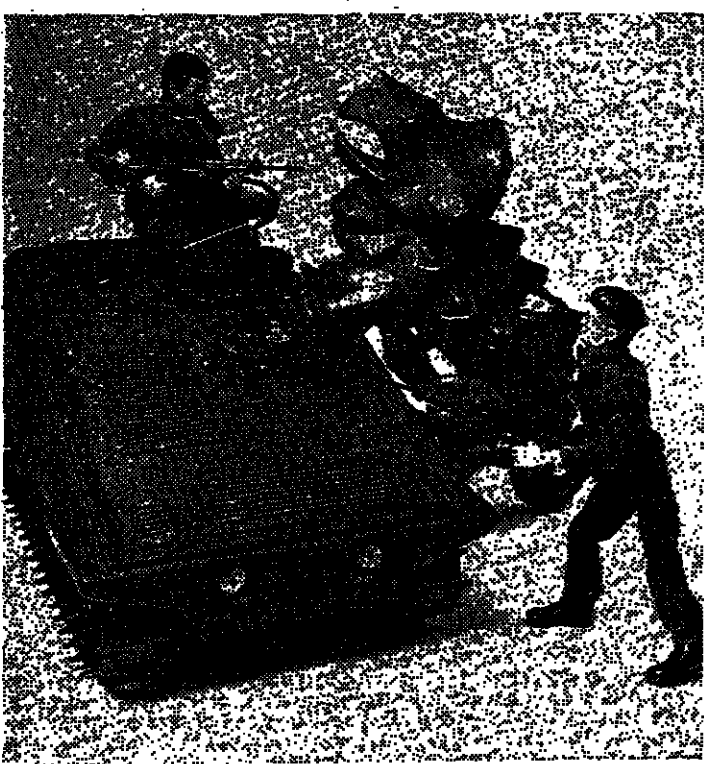
A question of contracts

The signs of relief in Britain's commercial television boardrooms this week came as a massive chorus in response to the Independent Broadcasting Authority's decision to leave untouched the basic structure of ITV. There has been a bit of wincing about the high basic rental costs of the new contracts, but what is that compared with the havoc a re-arrangement might have caused. Even Trident Television, which at first glance seemed on the brink of having to choose between its Yorkshire and Tyne Tees franchises was given later comfort from the IBA—there, but only there, is the Authority willing to accept a holding company with two subsidiary franchise areas. Local sources suggest that Tyne Tees is likely to be the most fiercely fought over contract area, but any winner would have to co-operate closely with the Yorkshire contractor anyway, thanks to transmitter siting so will the IBA save the present arrangement? The confirmation of the present order in franchise areas, with minor modifications, reflects the stabilisation of policy in that other hotly debated area, the Fourth Channel. Mr. William Whitelaw's proposals for an IBA controlled system were only recently placed in doubt by Cabinet warring over the impact of cost to Government in the form of lost revenue from the Levy on TV company profits. Now I hear the path has been cleared and the Bill will indeed appear in spite of considerable delay. It will, however, be a much shorter piece of legislation than many believe. Those looking for a mass of small print, like those seeking a revolution in the IBA franchise system, are in for a disappointment.

A decade of action

Tomorrow night at a major West London Hotel Britain's toy trade will shake off its post-Christmas blues and decide which toy should be acclaimed, for the first time ever, as the "Toy of the Decade". Among the front runners for this much coveted award will be the toy that over the past 14 years has confounded all its critics and grown from strength to strength in an industry notorious for the fickleness of its youthful customers. When the Palitoy company first introduced a doll for boys—called Action Man—at the 1966 Brighton Toy fair (the 1980 trade fair opens at London's Earl's Court today (Saturday)) many within the trade were clearly sceptical. Little boys, it was loudly whispered by competitors and even some Palitoy executives, just do not play with dolls.

Why the television companies can relax and spend the weekend celebrating... Action Man's latest prize fight... and briefing the law world



The law and its library

A child born to the Society for Computers and Law was presented to the top people of the legal profession on Monday by Lord Scarman, Lord Denning and Sir Henry Benson, whose report on the legal profession stressed the need for better information, were among the godfathers; the name of the child is the National Law Library. Like other children of ambitious parents who give grand names to their offspring, the National Law Library will have a job to live up to its name. At present it is neither national nor a library, though it was certainly given a good start in the legal community. One must wish it well for all our sakes as without the help of computers we are bound sooner or later to drown in the flood of new statutes and judgments.

The National Law Library consists of the National Library Trust and of the National Law Library Limited, completely owned by the trust, members of the trust are the three law societies of England and Wales, Scotland, and Northern Ireland, as well as the Society for Computers and Law. Lord Scarman is its president, and the impressive list of patrons is headed by Lord Denning, Master of the Rolls.

The inaugural meeting took place in the elegant library of the Law Society, one of those old fashioned institutions, occupying a two-storey high hall, lined with books up to the ceiling. If the new venture is successful it will make this, its birthplace, quite obsolete. The aim of the trust is to promote the use of computers for retrieval of legal information. Several such systems have already been developed and provide either references of full texts of statutes or judgments containing the key words indicated by whoever seeks the information. The National Law Library will endeavour to co-ordinate the development of these systems in the UK so as to make them mutually compatible and to enable the users to be linked with all such systems through a single terminal and by means of a universal computer language.

The field is likely to be dominated by legal publishers. Butterworths have already inaugurated their computer-assisted retrieval system based on the American EXIS. Next week the Thomson Organisation will launch EUROLEX, also a full text word searching and retrieval system. In addition to its promotional and co-ordinating activities the National Law Library will also evolve an experimental data base covering tax law so that we shall all be able to dial in for computerised help if hard pressed by the tax man.

Contributors:
Arthur Sandles
David Churchill
A. H. Herman

Economic Diary

TUESDAY: Association of Metropolitan Authorities meets. Mr. Michael Heseltine, Environment Minister, to discuss block grant system. Mr. Francesco Cossiga, Italian Prime Minister, meets Mrs. Margaret Thatcher, for talks on bilateral, EEC and other international matters (until January 30). Gatwick Airport second terminal public planning inquiry opens. House of Commons debates gas prices. Result of Shell tanker drivers' pay claim ballot. British Agriculture Export Council statement on exporting to China. Alredale

ence Centre (until February 1). THURSDAY: House of Commons debates environmental pollution relating to agriculture. Timber growers' organisation annual meeting. Unemployment and unfilled vacancies (December—final). Employment in the production industries (November). Overtime and short-time working in manufacturing industries (November). Quarterly estimates of employees in employment (September). Stoppages of work due to industrial disputes (January). Energy trends. FRIDAY: British Gas and manual workers' unions meet to consider pay offer.

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UK COMPANY NEWS

Exceptional losses hit Audiotronic at midway

INCLUDING exceptional debits of £319,000, compared with £24,000 credits, losses at Audiotronic Holdings, electronic equipment group, deepened to £306,000 for the 26 weeks ended September 1, 1979 against £158,000.

And the dividend on the ordinary, and the 12 per cent cumulative participating preferred shares, is being passed — last year a nominal 0.05p was paid on the ordinary shares.

At the pre-tax level, a £222,000 turnaround to a £118,000 profit on the UK side left a £13,000 surplus, compared with a £182,000 loss — there was no tax charge (same).

Loss for the whole of 1978-79 was £735,000, pre-tax (£123m for previous 41 weeks).

Turnover for the first half totalled £12.17m (£15.75m) and was split as to: UK £8.72m (£10.53m), which included £3.17m attributable to Lasky, new sales and overseas £3.45m (£5.21m).

1978 1979

26 weeks 41 weeks

Turnover £12.17 £15.75

UK £8.72 £10.53

Overseas £3.45 £5.21

UK profit £1.18 £1.14

Overseas loss £1.08 £0.89

Exceptional debit £1.18 £1.24

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SUMMARY OF THE WEEK'S COMPANY NEWS

Take-over bids and deals

Marsh and McLennan is to press ahead with its bid, now worth £237m, for C. T. Bowring, despite the latter's rejection of the offer as inadequate. Marsh has disclosed terms of 2.767 Marsh shares plus £190 cash for every 100 Bowring shares which, with Marsh shares at about 163p and taking the dollar at \$2.28, values Bowring at 163p per share. The original bid valued Bowring at nearer 170p per share, but has been reduced by weakness in Marsh's shares and the continued strength of sterling. Marsh has made it clear in a prospectus that approval by Lloyd's of London of a proposal for separating Bowring's Lloyd's broking interests is crucial to the bid.

Blue Circle made an offer for Armitage Shanks on the basis of two of its own shares for six Armitage Shanks shares, valuing the latter at approximately 90p per share on the basis of 270p per Blue Circle share. Ceramics, part of a Panamanian company controlled by Lebanese industrial and trading interests, lifted its stake in Armitage from 21.2 per cent to 23.5 per cent after describing Blue Circle's bid as too low. The directors of Armitage have accepted the Blue Circle offer in respect of their own small shareholdings, while Blue Circle raised its stake in Armitage to just below 18 per cent through market purchases; additional purchases would force it to make a full cash offer under City Code rules.

Tate & Lyle made an offer of 270p cash per stock unit to acquire Deloitte, valuing the latter's 98,000 units at approximately £259,000.

Gieves is selling its James Burn Bindings subsidiary to Stander International of the U.S. for \$3.6m cash. The proceeds will be distributed to shareholders via a reconstruction of the group that will involve temporary liquidation followed by the splitting of its assets into two companies, a new JBB and a new Gieves. In return, shares in the two new companies will be issued direct to existing Gieves shareholders. Stander will then make a 60p per share cash offer for the new JBB, while the Gieves directors will seek an immediate market quotation for the new Gieves group. The method of disposal of JBB is designed to allow Gieves shareholders to receive the sale proceeds with the minimum tax liability.

Company bid for	Value of bid per share**	Market price**	Price before bid**	Value before bid**	Bidder	Final Acct'ce date
Armitage Shanks	92 1/2	92	55 1/2	29.19	Blue Circle	—
Bowring (C. T.)	164	141	141	178.4	McLennan	—

Company bid for	Value of bid per share**	Market price**	Price before bid**	Value before bid**	Bidder	Final Acct'ce date
Cableform	90 1/2	88	72 1/2	4.33	Tricentrol	—
Dumay Day	270 1/2	270	270	16.8	Hume Bldgs.	—
Deloitte	270 1/2	270	270	16.8	Hume Bldgs.	—
EMW	144	123	95	180.07	Thames Elect.	—
Empire Plants	24 1/2	24 1/2	19 1/2	0.80	Caparo Invs.	—
FPA Const. Co.	15	15	18	1.19	Williams	—
Nationwide	6 1/2	6	9	0.86	Randledge	—
Leisure	50 1/2	48	41	5.00	Bomerpark	—
Royce	48 1/2	45	43	3.36	Barratt Dev.	4/2
Scottish Homes	30 1/2	25	15 1/2	2.32	Wheway	—
Shakespeare (J.)	120 1/2	123	71	4.03	British Vita	5/2
Vita Tea	35 1/2	34	38	2.50	Sears Hldgs.	—
Wells Fashion	—	—	—	—	Globe Invest.	—
West of England	—	—	—	—	Globe Invest.	—
Trans	—	—	—	—	Trust	—

* All cash offer. ** Cash alternative. † Partial bid. ‡ For capital not already held. § Combined market capitalisation. || Date on which scheme is expected to become operative. ** Based on 25/1/80. †† At suspension. ‡‡ Estimated. §§ Shares and cash. ¶ Unconditional.

PRELIMINARY RESULTS

Company	Year	Pre-tax profit (£000)	Earnings* per share (p)	Dividends* per share (p)
Alexanders Dist.	Sept.	250L	(200)†	(—) 16.0 (18.0)
Bakers Stores	Sept.	621	(424) 18.9 (13.5)	1.5 (1.0)
Bootham	Sept.	798	(681) 45.8 (40.6)	11.5 (5.1)
Bullough	Oct.	5,400	(4,550) 43.3 (42.4)	10.75 (7.88)
Dewhurst & Ptnr.	Sept.	180	(219) 1.5 (2.2)	0.52 (0.92)
Hemlys	Sept.	4,308	(5,702) 23.8 (20.1)	9.1 (8.71)
Lincroft Kilgour	Sept.	435	(575) 5.2 (17.0)	4.05 (3.97)
Lockers	Sept.	2,000	(1,220) 27.0 (23.2)	3.85 (2.74)
Loggitt Holdings	Sept.	2,490	(1,930) 37.1 (24.9)	5.75 (4.35)
Mogett Holdings	Oct.	425	(478) 4.7 (7.5)	0.84 (0.84)
Muirhead	Sept.	311	(240) 2.7 (2.2)	4.0 (5.08)
Olympia (R. & Co.)	Dec.	114	(74) 2.7 (2.2)	1.69 (1.49)
Rank Org.	Oct.	131,180	(121,530) 38.4 (38.2)	10.8 (8.88)
Smallshaw (R.)	Sept.	241	(335) 6.6 (6.4)	1.75 (1.25)
Union Discount	Dec.	2,080†	(1,800)†	(—) 20.0 (13.63)
United Guarantees	Sept.	400	(318) 3.9 (2.5)	5.0 (0.2)
Watson & Philip	Oct.	780	(852) 7.3 (6.0)	2.0 (1.36)
Williams Lea Gp.	Sept.	267L	(262) 13.5 (13.1)	1.2 (2.87)
Williams Lea Gp.	Sept.	912	(735) 152.7 (85.1)	17.0 (11.1)

JOHN BROWN'S INTERIM STATEMENT AND U.S. ACQUISITION

Possible £10m profits setback

A SEVERE profit reversal is in prospect for 1979-80 at John Brown Company, the engineering group. At the pre-tax level a fall of up to £10m from a record £28m is not ruled out.

"In today's conditions it is exceptionally difficult to make our customary production of the year-end result but, having regard to all the factors, your directors can nonetheless say that profits before tax for the year to March, 1980, are not expected to fall below £18m," Mr. J. R. Mayhew-Sanders, the chairman, tells members in his interim report.

The forecast is made with the proposed acquisition by John Brown of Lesona Corporation of the U.S., very much in mind he says.

"In this context particularly it is proper that we take a cautious view of current trends. In the event of a takeover, we are able to announce next July a better performance than this."

At the beginning of the current year the company had expected a good profit at full time, though probably not so high as the record last time. Now it says it is finding the current year very difficult indeed.

The group is in a strong financial position, however, and has made a fair profit, though with a figure disappointingly lower than recent record achievements, says Mr. Mayhew-Sanders.

"Looking to the future, in common with most British engineering companies, unless we can solve some of our price and cost problems, our competitive position will continue to suffer and our share of world markets will progressively diminish."

"In this context, I am happy to report, there have been some much brighter spots within John Brown. During the last few months at two of our larger factories and at one smaller one, we have seen a marked improvement in margins and profits."

"The net interim dividend is effectively stepped up from 1.45p to 1.75p per 25p share. The total last time was equivalent to 3.55p after adjustment for scrip and dividend."

The key trading figures to date are poor order intake and heavy pressure on margins from overseas competitors in gas turbines and in process engineering and construction," continuing depressed margins in machine tools.

On the brighter side good performance is expected from Markham, Craven Tasker and Firth Brown Stainless, the chairman points out.

In April 1979 John Brown was still suffering after-effects of the transport strike. Since then the national engineers' strike action between August and October caused the group a significant unpredicted loss of profits and the steel strike will certainly cause it more.

Towards the end of 1979 it became clear that the recession was getting much deeper than the directors had expected, especially in the U.S. and if the current value of sterling applies when

final accounts are drawn up the profits, as stated, will be reduced by the significant amount because of the exchange rate.

The steady worsening of world economic conditions during the year is affecting adversely the performance of the company's very important contracting and gas turbine interests. In the case of gas turbines, reality has proved to be only slightly worse than expectations but in contracting more so, Mr. Mayhew-Sanders says.

John Brown Engineering has battled with extremely difficult conditions in the international gas turbine market throughout the year. Margins have been under great pressure and for many months of the year it has not been possible to sell gas turbines other than at a loss.

By the year end we do not expect to have shipped more than 17 units. The profit from gas turbines this year, however, will be satisfactory, principally because of completion in the year of longer term contracts taken earlier under more favourable trading conditions.

The process engineering and construction division has not enjoyed such good levels of activity as in the previous two years, particularly hard hit being its Crawford and Russell component in the U.S. which after a good start suffered postponement or cancellation of a number of important prospects.

The division's profit, although still far from satisfactory, will nonetheless be significantly lower than last year, the chairman continues.

The year has already been one

of great change in the machine tool division. The predicted setback at Banner Lane has taken place, the closure of the factory at Johnstone has been completed and a comprehensive reorganisation of management, with the introduction of a number of new people, has taken place.

Although demand for most of the division's products at home and overseas was persistently and disappointingly low, there are some early signs that these changes will eventually bear fruit: there is likely to be a small profit from the division this year.

Markham is expected to have another satisfactory year but its previously healthy order book is now shortening and new work is hard to come by.

Craven Tasker and, in Canada, Firth Brown Stainless will also have good years. Firth Brown Tools is having a difficult year. A small profit is hoped for but this is especially vulnerable to the effects of the current steel strike.

Meanwhile, John Brown Plastics Machinery will again have a hard year and will make a loss, he says.

To conform with a new accounting standard, John Brown Ltd. will, for the first time, this year make up its accounts to March 31, and not to December 31, 1979. To deal with this change requires a little longer than normal to complete the group's accounts and so the preliminary announcement of the group's final results will be delayed until July.

Mr. J. R. Mayhew-Sanders has been appointed group secretary of John Brown.

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)	Interim dividends* per share (p)
Allen (W. G.)	Sept.	212 (278)	0.8 (0.3)
Amal Distilled	Sept.	109 (10)	0.5 (0.25)
Amber Day	Oct.	1,040 (983)	0.91 (0.84)
Austin (J.) Steel	Sept.	341 (542)	1.67 (1.57)
Baldwin (H. J.)	Oct.	179 (185)	— (—)
Bevan (D. F.)	Sept.	252 (151)	0.5 (1.12)
Burt Boulton	Sept.	948 (278)	3.5 (3.5)
Caedean Cinemas	Sept.	281 (800)	2.0 (1.0)
Coran de Groot	Oct.	1,280 (1,070)	1.0 (0.73)
Cray Electronics	Oct.	224 (255)	0.57 (0.57)
Davy Corpn.	Sept.	4,560 (8,520)	2.0 (2.0)
Deebayware	Sept.	51 (319)	2.11 (2.11)
Fairdale Textiles	July	222 (202)	0.3 (0.3)
Ferguson Ind Hldg	Nov.	2,700 (1,630)	— (—)
Fitch Lovell	Oct.	5,961 (4,027)	1.49 (1.3)
Grecop Ests.	Sept.	373 (200)	— (—)
Grechop	Sept.	31,158 (23,003)	7.15 (6.5)
James Stroud	Sept.	1,090 (1,410)	2.0 (2.0)
McCarthy's Pharm.	Oct.	1,907 (1,845)	2.0 (1.5)
McKay Securities	Sept.	480 (301)	1.45 (0.38)
Marcelline House	Oct.	1,420 (1,200)	4.0 (—)
MPI	Nov.	8,050 (8,038)	1.1 (0.57)
Priest (Benjamin)	Sept.	1,200 (950)	1.7 (1.47)
Regional Props.	Sept.	694 (538)	0.65 (0.5)
SEKT	Oct.	648 (617)	0.8 (0.74)
Stroud Riley Dm.	Sept.	115 (222)	0.5 (0.5)
Widmark	Sept.	706 (589)	0.88 (0.88)
Wrightson (F.)	Sept.	60 (188)	— (—)
Zetters	Sept.	615 (605)	0.75 (—)

(Figures in parentheses are for corresponding period.)

Dividends shown net except where otherwise stated.

* Adjusted for any intervening scrip issue. † Profit after tax and transfer to reserves. ‡ On 10p shares. § On 20p shares.

Scrip Issues

McKay Securities: One for three.

Bakers Household Stores: One for three.

Plastics bid

The \$80m bid for Lesona Corporation, a U.S. plastics and textile machinery manufacturer, is the diversification John Brown has been looking for over a period of several years. As the interim statement shows, gas turbines and process engineering are a volatile source of profits.

And the group has yet to prove that it can produce adequate margins on its textile machinery, machine tools, where it is barely breaking even on capital employed of over £30m.

The objective has been to find a "fourth leg" to support the group's business, and to help iron out short-term fluctuations in its earnings. In November 1978 Brown raised just over £18m through a rights issue, and made it clear that acquisitions were on the way.

Last summer, it paid \$35m for Crawford and Russell, a U.S. process engineering contractor, but that was intended to be a top 100 Constructors John Brown rather than a major new business activity.

Lesona is a different story. Its traditional business is textiles machinery, and it still makes equipment for winding and processing textile yarns. But in the early 1970s it decided that its long-term future of this operation was unsatisfactory, and it started to develop a plastics machinery division. By internal growth and acquisition it has built sales in this area up from \$24m in 1975 to a current annual rate of over \$100m. Group profits in 1978 were around \$14m, but only because of a major restructuring and third came from textile machinery.

plasticisers and oil and paint additives at the "Cerecor" plant at ICI's Mond Division's Hill-house works.

The Newcastle office of HUMPHREYS AND GLASGOW SERVICES has been awarded a contract by Motherwell District Council, Scotland. The contract worth £500,000 is for the internal redecoration and modernisation of dwellings at Newmans. The contract period is 12 weeks and is scheduled for completion by April 5.

LEWIS OFFSHORE, of Stornoway, has been awarded a £1.5m piling contract by Shell/Esso for the North Cormorant Platform, 120 miles north-east of the Shetlands. The nine-month contract is for the production and fabrication of 28 piles. Each pile will be 250 ft long, 6 feet in diameter, and 2 1/2 in thick, and each weighing 315 tonnes. A total of 6,000 tonnes of steel will be required.

PRIME COMPUTER has won a £2m contract to supply the Thames Water Authority with a distributed data processing facility by 1982. A total of nine Prime computers comprising three Prime 750 and six Prime 550 systems will be installed over 15 months to two years period. The computer systems will be linked in a network through Prime's interprocessor networking software Primenet.

Rael Acoustics has won a contract worth £1m in the Army's Larkspur programme, awarded by the Ministry of Defence (Procurement Executive), the order is for headsets, boom microphones, and other accessories designed for use with the Larkspur range of mobile transmitters and receivers.

SPAIN

Company	Price	% + or -
Banco Bilbao	208	—
Banco Central	228	—
Banco Exterior	211	—
Banco Hispano	210	—
Banco Ind. Cat.	135	—
Banco Madrid	175	—
Banco Santander	245	—
Banco Urquijo	160	-2
Banco Vizcaya	215	—
Banco Zaragoza	120	-1
Dragados	201	-1
Espartero Zina	90	+1
Gal. Pradinos	35	-0.2
Hidrofla	82.5	-0.5
Iberdrola	132	+0.5
Industria	115	-1
Penitencia	75	—
Seguros	115	—
Telefonos	25.5	-0.5
Union Espan.	27.7	-0.5

GOLD FIELDS GROUP

GOLD FIELDS OF SOUTH AFRICA LIMITED

(Incorporated in the Republic of South Africa)

INTERIM REPORT

for the six months ended 31 December 1979

The unaudited consolidated profit for the six months ended 31 December 1979 is as follows:

	Six months ended 31 December 1979	Six months ended 31 December 1978	Year ended 30 June 1979
Income from investments	43,146	25,826	60,993
Surplus on realisation of investments	—	6,013	7,256
Net income from fees, interest, etc.	5,041	3,504	7,822
Sundry expenditure	48,187	35,143	76,073
Drilling and prospecting	1,902	1,061	2,153
Amounts written off	1,538	—	116
Profit before taxation	44,747	31,596	68,510
Taxation and minority shareholders' interest	1,420	1,152	1,827
Profit attributable to members	43,327	30,444	66,683
Earnings per share—cents	265	157	409
Times dividend covered	2.0	2.7	1.8
Net assets—value—cents per share	9,670	4,588	5,745

NOTES ON THE RESULTS:

1. Particulars of Listed Investments

	At 31 December 1979	At 31 December 1978
Stock Exchange Value	1,531,234	720,890
Book Value	174,652	168,387
Excess in Stock Exchange Value	1,356,582	552,503

2. Dividend Paid

The dividend of 155 cents per share declared on 17 August 1979, in respect of the year ended 30 June 1979, was paid on 5 October 1979 and absorbed R25,279,000.

DECLARATION OF INTERIM DIVIDEND

Dividend No. 62 of 130 cents per share has today been declared in South African currency, payable to members registered in the books of the company at the close of business on 8 February 1980.

Warrants will be posted to members on or about 13 March 1980.

Standard conditions relating to the payment of dividends are obtainable at the share transfer offices and the London Office of the company.

Requests for payment of the dividend in South African currency by members on the United Kingdom register must be received by the company on or before 9 February 1980 in accordance with the abovementioned conditions.

The register of members will be closed from 9 to 15 February 1980, inclusive.

Registered and Head Office: On behalf of the board

Gold Fields Building, 75, Fox Street, Johannesburg 2001.

United Kingdom Registrar: Close Registrars Limited, 903, High Road, Leyton, London E10 7AA.

25 January 1980

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United Kingdom Registrar: Close Registrars Limited, 903, High Road, Leyton, London E10 7AA.

25 January 1980

Standard conditions relating to the payment of dividends are obtainable at the share transfer offices and the London Office of the company.

Requests for payment of the dividend in South African currency by members on the United Kingdom register must be received by the company on or before 9 February 1980 in accordance with the abovementioned conditions.

The register of members will be closed from 9 to 15 February 1980, inclusive.

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The register of members will

INTRUDER ALARMS 1

Defence of premises of all kinds against the rising crime wave provides big growth prospects for the security industry. Here ELAINE WILLIAMS reviews the increasing range and sophistication of the systems available.

Reliance today on electronic watchdogs

THE SECURITY industry is one of the fastest growing in the world—thanks (if that is the right word) to the increase in many types of crime from petty thefts to acts of terrorism and the kidnapping of politicians and their families.

In Europe the security sector has broadened considerably from a very small base since World War II. Several major multinationals have grown up, including organisations such as Securitas, Chubb and Securicor. Europe has also attracted some large U.S. companies which have set up subsidiaries; these include ADT, Cardkey Systems, Burns and Walter Kidde.

There are also companies which specialise in one or two leaders in their areas. In this area are Fichet-Bauchet, MESL and Cerberus. Other companies have important positions within their own country but not in Europe as a whole. Among such are AFA-Minerva, SICIL, T and N and Saval-Kronenburg.

The Industrial Market Research carried out a survey on five countries last year—the UK, Belgium, the Netherlands, France and West Germany—and forecast that by 1981 the total value for fire and intruder security products, systems and services would be £2bn, including alarms systems.

Such products as access control systems, closed circuit television systems and anti-bomb cameras. The security market is a strange one because most customers are reluctant to invest

large amounts of money in protecting their premises unless forced to by legislation or pressure from insurance companies trying to minimise the risk of burglary.

Industry observers believe that over the next 10 years a general increase in crime will promote a growing demand for their services. Stricter controls over the operation of guarding services and intruder alarm installations are likely to be established because of growing concern by police, insurers and the end-users themselves.

Confidence

Last year Sir Robert Mark, former Commissioner of the Metropolitan Police, said: "The Home Office and the police should demand that the security industry aim at raising standards of co-ordination, of planning and accountability." He also said that each and every citizen should assume prime responsibility for protecting his own property. In Britain last year out of 69,000 reported burglaries less than 10 per cent were cleared up.

Chief Superintendent Arthur Snow, director of the Home Office Crime Prevention Centre, also had a stern warning for companies last year when he said that they would continue to be victims of serious crime as long as they refused to implement cost-effective crime prevention measures. He stated that theft, robbery, fraud and arson could mean the difference between profit and loss for a company.

Taking 1977 as an example, robberies netted an average of £918 and employee theft £317. During that year the value of property stolen in burglaries of commercial premises averaged £190 and there was 386,900 offences reported that year.

According to research, 90 per cent of thefts occur during daylight hours—some 70 per cent of them carried out by opportunists who succeed because of lax security. Only 3 per cent of Britain's 18m homes have security systems installed and of the 30,000 or so burglar alarms installed each year, only 7,000 are in private homes.

The National Supervisory Council for Intruder Alarms (NSCIA) set up in 1971, with the help of the Home Office, police forces, insurance companies and the security industry to try to improve standards for burglar alarm installation—says that in the first six months of 1979 burglars stole a record £20.9m, 8 per cent more than in the corresponding period of 1978.

The council says that of the new systems added each year 34 per cent of burglar alarms are bell only; 50 per cent automatically dial 999 and 10 per cent activate alarms either in the security company's central control station or in a local police station.

Categories of premises which have alarms installed share the market as follows: private housing, clubs and small shops 36 per cent (15 per cent is housing); large retail outlets or wholesalers 6 per cent; offices and small trade outlets 22 per

cent; public buildings 6 per cent; banks, building societies, post offices 11 per cent; factories and warehouses 6 per cent; public houses 2 per cent and doctors' surgeries 1 per cent.

This gives Britain's security industry a total market value at around £300m a year, and growing overall about 10 per cent a year. For example, profits of Chubb, one of the leading groups, topped £15m for the year ended March 1979, a record performance. It noted increased orders from homes, business premises and museums.

Many of the larger security organisations in Britain had become concerned that the public image of the security industry was not a good one. So Chubb, Security Express, Securicor and Senco together decided several years ago to set up the British Security Industry Association to ensure that companies conformed to standards of behaviour and practices laid down by the association. This move, coupled with the work of the NSCIA, is intended to improve standards of security.

Improving alarm systems is, and needs to be, a major aim of the industry, since despite all the technology available to alarm manufacturers, a staggering 90 per cent of all alarms sounded are false. Naturally the police and the public can have little faith in a system which is so unreliable.

Despite the obvious problems with alarm systems, insurance companies are pressing for the companies they insure to take better precautions about the

protection of their premises, even to the extent of offering discounts on premiums. Moreover, any measure which can cut down the number of break-ins—because the police detection rate is so low—is bound to be welcomed by the police force. If they have a system which can be relied upon, they are more willing to respond to burglar alarm calls.

The growing size and importance of the alarm

industry will be measured this year at the forthcoming International Fire Security and Safety Exhibition and Conference to be held at Olympia between April 21 and 26. According to the exhibition's organiser, Mr. Victor Green, more than 400 companies with interests equally split between security, fire protection and health and safety markets will be exhibiting the latest systems and products.

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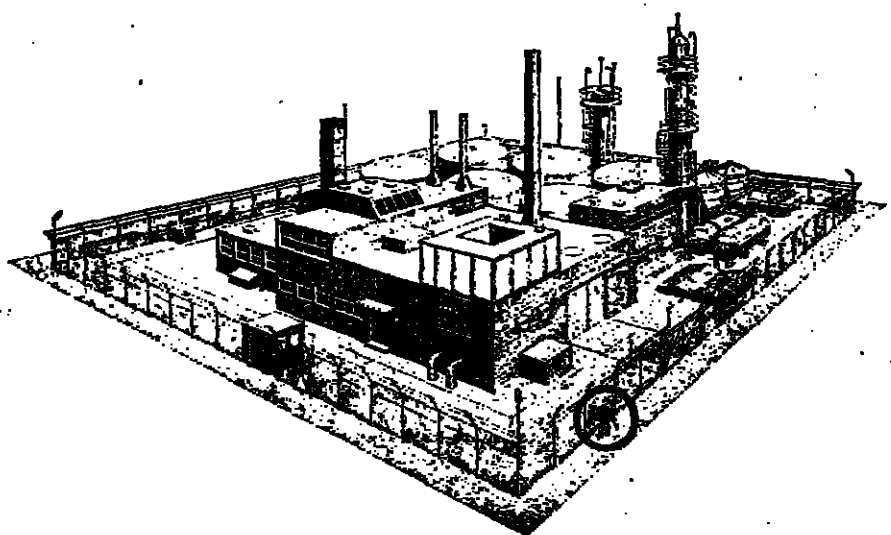
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Keeping a check on technical standards

THE INCREASING use of burglar alarms both in industry and in the home has both advantages and drawbacks. It makes it harder to police such numbers of alarms but brings benefits because it deters all but the most determined criminals.

In the industrial and commercial field, most insurance organisations look favourably on companies which provide proper safeguards for premises and goods. Insurance companies can exert great influence on the type of alarm system a company installs. Managements will often ask their insurance companies to recommend a reputable alarm company. This organisation will then undertake a security survey and make specific recommendations to suit the customer's needs.

Before insurance cover is available an insurance company will usually insist on protection which meets certain set standards. The general advice is that the installed system should meet the minimum installation standard as laid down by British Standard BS4737.

It is also recommended that the National Supervisory Council for Intruder Alarms (NSCIA) is requested to carry out an inspection, since this body will issue a certificate if the system meets the standard. Insurance companies are then far more willing to take on an insurance risk, provided that regular inspection and maintenance of the building takes place.

For large premises the alarm system usually has automatic dialling equipment connected to a telephone line. It can dial 999 and transmit a pre-recorded message. According to Chubb Alarms the modern method of automatic telephone dialling is for the equipment to transmit electronic messages to a decoder unit located in the alarm company's communications centre, known usually as the central station.

Connected

Chubb says that the most secure type of warning is called a "direct line warning" which means that the system is connected by a private Post Office telephone line either to a police station or to the alarm company's central station.

Codes are transmitted along the telephone line to the special termination point and a signal shows on the indicator panel when there is an alarm. An alarm condition received at a central station is passed directly to the appropriate authorities.

Originally most police authorities made few objections to the installation of alarm equipment linked directly to local police stations so that alarms showed up on the station's own display panel. Unfortunately the high incidence of false alarms has given such systems a bad name. This coupled with the limitation on police manpower caused some police authorities to rethink their original policies.

For example, Bedford police no longer allow a direct connection between factory premises and local police stations. They believe that the responsibility lies with the company which installed the system to notify the police that an alarm has been sounded. In

this way it is hoped that equipment is designed to ensure that fewer false alarms occur and that police time is used more effectively.

Private homes are still greatly at risk. The NSCIA says that in the first six months of 1979 burglars stole a record £20.9m—the figure, moreover, for insured property only.

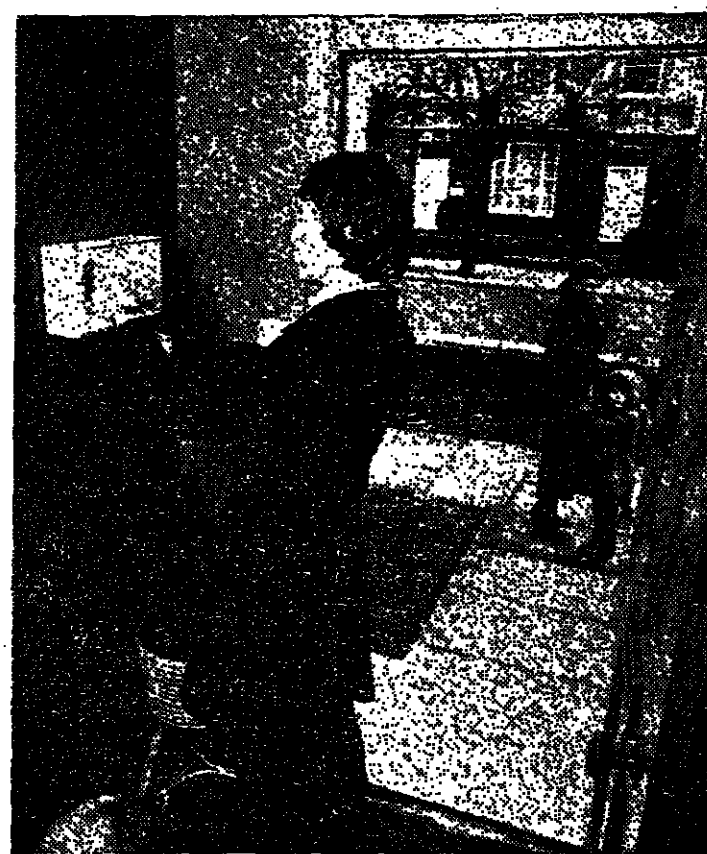
This was 9 per cent higher than for the corresponding period of 1978, but the increase was in fact smaller than normal. In the past five years increases have ranged between 26 and 34 per cent. The council also urges private householders to ensure that any burglar alarm installed also meet the required standards. It warns of the dangers of having alarms installed by companies not approved by it.

The council says that there are 115 approved NSCIA installers, all of which undertake intruder alarm systems to the required standard. The NSCIA maintains an inspectorate of electronic engineers organised on a regional basis who inspect the installations of the companies registered with it and investigate those seeking registration.

The NSCIA is controlled by a board known as the National Inspection Board, which has five members, appointed by the British Security Industry Association (BSIA), the ordinary members of the council which include engineers, architects and surveyors and one member from the ranks of the non-BSIA-controlled alarm installers.

The chairmanship of the board alternates between a representative of the British Insurance Association and the British Security Industry Association—a system which ensures that the interests of both insurers and those who provide the security service are met and regulated.

Simplicity of operation is the keynote of domestic alarm systems. Here the circuit (in this instance a Group 4 installation) is switched on as the family leaves the household.



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INTRUDER ALARMS 2

Quick to respond to new technology

ONE INDUSTRY which has no qualms about using new technology is the security industry. Any new development or breakthrough in electronics systems quickly finds its way into security products. The reason is simple. Criminals are adept at finding ways of foiling security systems—a knack the industry has to combat by changing and updating procedures as often as possible so as to make life difficult for the criminal fraternity. It is not unknown for criminals to have very sophisticated and well-equipped laboratories to work on ways of disabling electronic alarms.

Happily many house burglaries are carried out on

the spur of the moment and then only if the place appears to be inadequately guarded. A householder can reduce the chances of being burgled by an opportunist by installing an alarm and good locks.

Silicon chips and other electronics components have enabled the alarm manufacturers to develop systems which ten years ago were dreamt of only in science fiction. They have a wealth of techniques to choose from, depending on the type of premises to be guarded and the price the customer wants to pay to safeguard his premises and goods.

It is not so many years since even premises considered high

risk had only simple types of alarms which responded to a door or window being opened. They were based on simple types of switches such as are found in car doors to activate the interior courtesy light.

Today, sensors can react to light, heat, movement, pressure and sound to ensure that when someone is entering a building illegally, another person somewhere else knows about it and can take prompt action. On many shop windows, for example, tell-tale strips and wires run along the glass to warn potential burglars that too much pressure will activate the alarm.

Inside buildings it is possible to install detectors which either emit a tiny microwave beam—

with harmless low energy—or an ultrasonic sound inaudible to the human ear. These types of detectors are able to detect movement in the direction of the beam using the well-known Doppler effect. Obviously great care has to be taken in the siting of such sensors because small animals and the like have in the past (and still do) accidentally triggered off such alarms.

Excluded

Other kinds of detectors include microphone types which simply listen for any unusual sounds. This could include the shattering of glass or continued hammering. Again all normal external noise has to be excluded to prevent false alarms.

One of the types of detectors less likely to generate false alarms are those operating in the infra-red spectrum. These are able not only to detect movement but also the heat emitted by the body. Infra-red detectors are considered to be very effective and have the advantage of being relatively cheap to design.

Some companies still concerned by the high incidence of false alarms have developed such systems further. A company called Lander Alarms, based in Scotland, makes a device called the Micrologic which detects both sound and movement but needs real proof that illegal entry has occurred before the alarm is activated.

When it detects noise it does not necessarily sound an alarm but switches to its "alert" condition. If within a certain period of time it picks up movement, the alarm is activated; if not, the system will

go back to its original "watch" period.

Some companies also make use of radar type systems and infra-red cameras which allow night surveillance of large premises. Closed circuit television systems have become increasingly popular, with a security guard at a central console monitoring pictures coming from several hidden camera locations around the building.

Some companies with several premises to guard would prefer, however, to monitor all locations from a single point, using their own private system. But most conventional closed circuit systems can only be used over extremely short distances. This is because the camera employs very high frequency signals, which cannot travel very far unless elaborate—and costly—additional techniques are introduced.

Recently a system has been developed which can overcome this distance limitation and it is possible to send television camera signals over the telephone line to the distant control centre. To do this the scanning rate of the camera, which builds up the picture, is slowed down so that it can be transmitted by telephone. This means that it takes 8.5 seconds to build up one frame on the television

screen, but this does not hamper the system's ability to detect intruders.

Another development which makes use of advanced technology is the use of optical fibres—hair-thin strands of glass which carry electronic signals superimposed on light waves. These can be woven into conventional "fencing" and are so small they are hardly noticeable. Each portion of the fence is woven with the fibre but each fibre carries a different electronic signal dependent on its location.

If any part of the fence is cut the central control system can tell where the break is because it will lose the transmission of the light signal in the region of the break. Because each area of fence is different, it is easy to locate.

Within buildings, companies are increasingly installing access control systems involving the use of a magnetic card or some form of electronic key which allows the holder access only to those parts of the building where he or she is authorised to go. It has other functions such as keeping track of personnel movement in case of fire; some systems can even guide personnel out of a burning building.



For large applications Chubb Alarms has developed System 8000, which can monitor an entire plant from one central point (as pictured above), identify any incident and give exact information on the action to be taken.

Onus rests with management

MANY COMPANIES are still under the impression that one guard and a patrol dog is sufficient deterrent against unwelcome visitors. They also think that such a system is far cheaper than installing an electronic system. On both counts they are usually wrong.

One of the great fears of the security industry is that vandalism and terrorism will increase more rapidly than other types of crime. Having human guards patrolling the perimeter of a premises puts their lives at risk, often unnecessarily.

Many security manufacturers such as GEC-Marconi and Shortcuts Systems are trying to encourage their customers to consider the use of surveillance systems not only within the building complex itself but also further out to the fence or walls surrounding the site.

The use of infra-red or seismic detectors (which are buried in

the ground and pick up vibrations) as well as positioned cameras, which also work at night, can give added seconds of warning to a company.

Often companies wishing to install some form of alarm protection have undertaken the task in a very haphazard way with little idea of the best approach to safeguarding their property. But this attitude is changing as companies become more aware of how much is at stake.

This means that alarm manufacturers and installers have to be prepared to supply the total system, tailored to an individual organisation's needs. That company's personnel in the running of the system, provide an adequate stock of spare parts and arrange regular maintenance to ensure that the system does not become downgraded with time.

In addition the installer's work must also satisfy the customer's insurance agents

that the system meets certain required standards as well as being reliable enough to give police forces the confidence that when alarm bells ring it is not likely to be a false alarm.

The larger organisations in the security industry are happy to carry out this type of work because it gives them closer control over the installation. After all, it is their reputation which is at stake if the design does not come up to expectations.

Inside a building the concept of access control is becoming an increasingly popular way of monitoring premises to cut down petty theft, vandalism and the like. An example is Chubb Alarms' System 8000—a completely computerised monitoring system.

Chubb says its system allows the security officer to monitor a large building complex from one central position, so that in the event of an incident he can deal with the situation from his desk, thus avoiding the dangers of a personal confrontation.

But like many other systems on the market System 8000 is not just a security tool. It can also be designed to handle fire detection and control systems, closed circuit television systems, plant machinery and control, heating and ventilation control, and access control.

Chubb, better known to the public for its locks, has had a wide range of experience in this type of system. System 8000 has been installed in banks and in factories. Such systems are capable of continuously moni-

toring vaults, doors, windows, foot-operated and other alarms, as well as providing sophisticated access control.

These types of systems can also monitor fences and perimeters using movement detectors such as those already described as well as having the ability to be programmed to allow access to particular people at certain times. Many manufacturers such as Shortcuts and Mastiff Security Systems concentrate on the access control systems, since the real dangers often lie within a company's walls and in the opportunity for theft.

Using the system from Mastiff, each employee carries a small radio transmitter which allows the control system to identify individuals and providing the person has the relevant security clearance automatically unlocks doors as the person approaches. If a person approaches a door or area without such permission the door stays firmly shut.

Remote

Modern Alarms is another large security company which specialises in the total system approach. Its microcomputer-based control system provides the same facilities as offered by Chubb, as well as its slow-scan television system with all the signals transmitted over the normal Post Office telephone network. This system is of particular interest for remote monitoring of protected sites when personnel are not retained on a permanent basis.

Not every company is large enough to be able to afford to use such a sophisticated surveillance network and small companies have to tailor their security to fit their pockets.

To cater for companies unable or unwilling to handle their own security because they do not have the manpower to do so, the security companies have systems which are simple but equally effective.

Instead of alarms connected to a control panel within the premises they are connected via the telephone line to a central station at the alarm tripped, the guards at the security company are alerted and they take appropriate action.

The growth of these central stations has come about mainly through the high number of false alarms which occurred when the systems were allowed to be connected directly to local police stations.

This month Kent county police's deadline for users to remove all alarms signals from its local police stations came into force. The growing number of false alarms was overloading the capacity of the police to cope and there was a reluctance to monitor and respond to alarm systems.

Since this is becoming a general trend throughout the country, there is a growing need for such central stations which can discriminate between the genuine alerts and the numerous calls arising from faulty telephone lines, imperfect systems and animals inadvertently tripping alarms.

As it is the small to medium-sized businesses which usually have these types of systems, the security companies have undertaken to supply such a monitoring service which can no longer be undertaken by the police, and the number of central stations is increasing.

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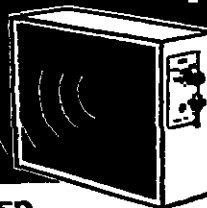
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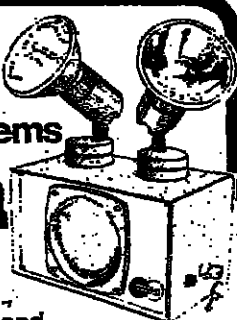


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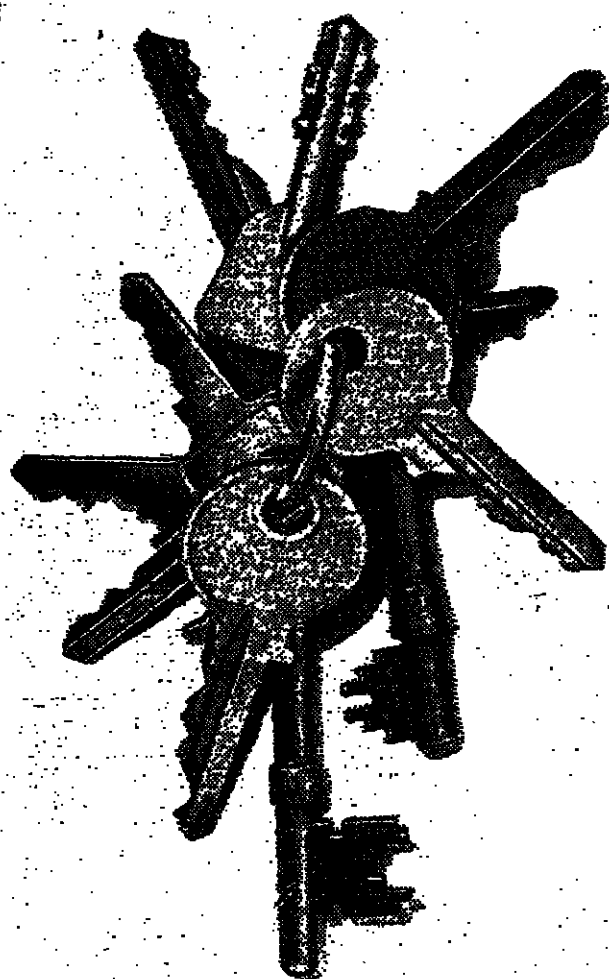
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ARA 22 22 1/2

ASA 28 28 1/2

Abbott Labs 32 32 1/2

Acme Clevs 34 34 1/2

Addco Oil & Gas 36 36 1/2

Aetna Life & Acc 38 38 1/2

Amana (H.C.) 40 40 1/2

Air Prod & Chem 42 42 1/2

Alcoa 44 44 1/2

Albany Ind 46 46 1/2

Alberici Corp 48 48 1/2

Alcan Ind 50 50 1/2

Aluminum Ind 52 52 1/2

Allied Chem 54 54 1/2

Allied Stores 56 56 1/2

Alfa-Chem 58 58 1/2

Alpha Corp 60 60 1/2

Alcon 62 62 1/2

Amal Sugar 64 64 1/2

Amax 66 66 1/2

Amenadea Hous 68 68 1/2

Am. Airlines 70 70 1/2

Am. Brands 72 72 1/2

Am. Broadband 74 74 1/2

Am. Can 76 76 1/2

Am. Dynam 78 78 1/2

Am. Elec. Pow 80 80 1/2

Am. Express 82 82 1/2

Am. Gen. Insur 84 84 1/2

Am. Hold & Div 86 86 1/2

Am. Home Prod 88 88 1/2

Am. Medical Int 90 90 1/2

Am. Motor 92 92 1/2

Am. Nat. Resour 94 94 1/2

Am. Petrol 96 96 1/2

Am. Quaker 98 98 1/2

Am. Standard 100 100 1/2

Am. Stores 102 102 1/2

Am. Tel. & Tel 104 104 1/2

Am. Text 106 106 1/2

Am. Tires 108 108 1/2

Am. Unif 110 110 1/2

Am. Vantage 112 112 1/2

Am. West 114 114 1/2

Am. World 116 116 1/2

Am. Xerox 118 118 1/2

Am. Yarn 120 120 1/2

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Stock Jan. 24 Jan. 25

Stock Jan. 24 Jan. 25

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Stock Jan. 24 Jan. 25

Stock Jan. 24 Jan. 25

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Companies and Markets

INTERNATIONAL COMPANIES and FINANCE

Sasol ahead of earnings forecast

By Quentin Peel in Johannesburg

SASOL, the South African oil-refining company, has exceeded its earnings forecast for the year ended 1979, but has also exceeded its dividend forecast. The company's earnings for the year ended 1979 were R2,250m (or R2.25 per share), compared with the forecast of R2,100m (or R2.10 per share). The dividend for the year ended 1979 was R1,100m (or R1.10 per share), compared with the forecast of R1,000m (or R1.00 per share). The company's earnings for the year ended 1979 were R2,250m (or R2.25 per share), compared with the forecast of R2,100m (or R2.10 per share). The dividend for the year ended 1979 was R1,100m (or R1.10 per share), compared with the forecast of R1,000m (or R1.00 per share).

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SICAV funds expand

Net subscriptions to the 21 open-ended French investment funds (SICAV), set up since 1975 under the so-called "Monetary Law", increased by 15.2 per cent last year to FF4,408m (about \$1.1bn) from FF3,845m at the end of 1978, writes AP-DJ from Paris.

Volvo to increase dividend after sharp rise in profit

BY WILLIAM DULL IN STOCKHOLM

VOLVO has become the first Swedish company to break through the SKR 1bn earnings barrier. Announcing its provisional 1979 results yesterday, the car and truck group reported a pre-tax profit of about SKR 1.2bn (229m) on turnover of SKR 23.4bn (55.64bn).

Earnings were almost double the SKR 646m recorded in 1978, and represent a profit margin of 5.1 per cent compared with the 3.4 per cent of the previous year. Sales climbed by 22 per cent, while net adjusted earnings rose by SKR 10 to SKR 28.30 a share.

The 1979 provisional net profit is estimated to be SKR 1,200m, ahead by SKR 30m, and the board proposes to raise the dividend from SKR 7 to SKR 8 a share. After the increase in share capital through last year's rights issue, this would make a

total payment of SKR 1.68bn compared with SKR 1.24bn for 1978. The board warned that the accounts have not been closed, and that the audited figures due for publication on March 25 may deviate from the estimates announced yesterday. It is nevertheless evident that Volvo has recovered strongly since 1977, when earnings plummeted to SKR 351m. The year 1979 ended on a high note for Mr. Pehr Gyllenhammar, the managing director, when in December he was able to sign a co-operation agreement with Renault, opening the way for the French motor group to take a 20 per cent stake in Volvo's car business.

That Volvo would break the SKR 1bn earnings barrier had been forecasted in the nine-month interim report, but a final result as high as SKR 1.2bn is surprising, Mr. Gyllenhammar pointed out.

Elf-Aquitaine boosts spending

BY DAVID WHITE IN PARIS

ELF-AQUITAINE, France's number two oil company, plans to spend FF80bn (20bn) over the next five years, channeling its sharply increased profits into an ambitious exploration and production programme. Net profit for the group is estimated at FF8bn for 1979. This is four times the previous year's figure of FF2bn and more than twice the level forecast at the beginning of the year. More than FF1bn of the total came from the refining and distribution sector, which in 1978 was still making losses at

the end of a long crisis. Consolidated cash flow is reckoned to have doubled from FF6bn to FF12bn, not counting revaluation of stocks, and the group's sales are put at FF55bn, compared with FF41bn in 1978. Mr. Alain Chabaland, the chairman, who has strongly resisted left-wing campaigns to cream off companies' profits, announced investment plans of FF10bn for this year compared with about FF7bn in each of the last two years. Some FF1bn would go on exploration and

FCC strips RKO of TV licences

By Our New York Staff

THE FEDERAL Communications Commission (FCC) has sent tremors through the independent broadcasting industry by ruling that RKO, the oldest and largest subsidiary of General Tire and Rubber, is not qualified to continue holding licences for three TV stations in New York, Boston and Los Angeles.

RKO is one of the largest independent broadcasting groups in the U.S., and followed through, the FCC's action would probably be its most severe of its kind ever seen. However, RKO vowed yesterday to fight the decision. The FCC's ruling was based on information that came up in 1975 and 1976 to the effect that General Tire and Rubber had been involved in questionable payments, both in the U.S. and abroad. The Commission said that it was concerned about reports that General Tire pressed companies into placing advertisements with RKO as a condition of doing business with General Tire.

The potential financial damage of the FCC's action lies in the fact that RKO, a licensee prevents a company from selling that licence to another company. If the action is upheld, therefore, RKO will be stripped of its most valuable asset, which it earlier valued at between \$300m and \$400m.

General Tire said yesterday that it was "shocked" by the ruling. The company said the 1979 loss was due to the \$130m it had set aside to cover the restructuring of its North American and European operations. Jan. 24, Mr. Flavin, chairman, said: "While the company's short-term outlook has been impacted by the restructuring programme, we are confident that, long-term, the actions undertaken will serve to stem the losses in our North American and European businesses." The company said the 1979 loss was due to the \$130m it had set aside to cover the restructuring of its North American and European operations.

U.S. oil majors continue strong advance in profits

BY DAVID LASCELLES IN NEW YORK

EXXON, the world's largest oil company, increased its earnings by 50 per cent in the last quarter of 1979, from \$853m to \$1,276m or \$1.27 per share to \$1.57m or \$1.57 per share.

This placed Exxon roughly in the middle of the earnings gains league which has brought U.S. oil majors increases ranging from 25 per cent to over 100 per cent this week. But in a highly unusual move, Exxon held an hour long Press conference yesterday featuring all its top management to justify these increases before highly hostile public. Mr. Clifton Garvin, chairman, stressed the now familiar themes that the U.S. oil industry has long earned a return well below the industrial average, and that it needs bigger profits to reinvest in an increasingly uncertain and expensive outlook for energy.

Adjusted for inflation, he said, return on shareholders' equity last year was 11.3 per cent, which was well up on the last four years, but still below the 12.3 per cent peak of 1973. Most of Exxon's increase in earnings was due to higher oil prices. But Mr. Garvin claimed that the so-called Aramco advantage (under which members of the Saudi Arabian consortium have been receiving oil at prices well below world levels) had been wiped out by retroactive Saudi price increases. He also said that Exxon had

actually incurred a loss \$67m on its U.S. refining and marketing operations despite higher prices at the pumps, mainly because of higher production costs and retail price controls. Exxon's fourth quarter results brought year-end earnings to \$2,299m (or \$2.29 per share), up 35 per cent on last year's \$2,760m (or \$2.76 per share). Revenues rose from \$64.9bn to \$64.4bn.

Sun Oil, eleventh in the U.S. league, more than doubled its earnings in the final 1979 quarter, from \$107m (or \$1.84 per share) to \$222m (or \$3.73 per share). Revenues rose 50 per cent to \$3.2bn. Year-end earnings were \$699.9m (or \$11.77 per share), up from \$414.7m (or \$7.08 per share). Revenues rose from \$7.6bn to \$10.8bn. But Marathon Oil's final quarter earnings were down to \$54.3m (or \$0.90 per share) from \$73.9m (or \$1.23 per share) in the

final quarter of 1978, because the 1978 quarter contained an exceptional gain from the sale of an interest in a German refinery. Full-year earnings rose to \$225.2m (or \$3.73 per share) from \$225.2m (or \$3.73 per share). Revenues for 1979 were up from \$4.55bn to \$7.20bn. Imperial Oil also reported a substantial increase in earnings in the final quarter. For the full year, net earnings jumped from \$214m or \$2.41 a share to \$471m or \$5.61 a share to a total of \$8.6bn. The final quarter brought earnings of \$162m or \$1.91 against \$80m or 93 cents last year, with revenue figures not disclosed. The figures, said the company, include an extraordinary gain of \$22m in 1979 from the sale of the 20 per cent stake in the synthetic rubber to the Alberta Energy Company.

Loss on year at Singer

BY OUR NEW YORK STAFF

SINGER, the troubled U.S. sewing machine maker, reported a sharp drop in fourth quarter earnings. Net income was \$6.5m or \$0.31 per share, down from \$15.6m or \$0.88 in the same period last year. Sales, however, were up slightly from \$870.3m to \$898.8m. This means Singer made a loss of \$92.3m in 1979 compared to an operating profit of \$80.3m in 1978. Sales for the full year were up from \$2.47bn to \$2.60bn. The company said the 1979 loss was due to the \$130m it had set aside to cover the restructuring of its North American and European operations.

European operations. Jan. 24, Mr. Flavin, chairman, said: "While the company's short-term outlook has been impacted by the restructuring programme, we are confident that, long-term, the actions undertaken will serve to stem the losses in our North American and European businesses." The company said the 1979 loss was due to the \$130m it had set aside to cover the restructuring of its North American and European operations.

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The First Viking Commodity Trusts

Commodity OFFER 43.3
Trust BID 41.1

Commodity & General Management Ltd
10-12 St George's Street
Douglas Isle of Man
Tel: 0624 28015

Second-half upturn lifts Sanyo Electric

BY CHARLES SMITH IN TOKYO

SANYO ELECTRIC Company, one of Japan's leading electrical consumer durables manufacturers, increased its operating profits by 38 per cent in the 12 months ended November 30, 1979. Operating profits totalled ¥28.5bn compared with ¥20.6bn in the previous year. Net profits rose by 33 per cent to ¥15.12bn (863m) in the case of both net and operating profits, the company achieved a much sharper improvement in

the second half of the year. Sanyo's sales were up 10.7 per cent during the year and totalled ¥584bn (24.4bn). Domestic sales accounted for 58.4 per cent of the total, compared with 55.1 per cent. The company's exports fell slightly during the first half of the year, but recovered in the second half, reflecting the impact of a weak yen for the year as a whole. Exports showed only a 2.7 per cent growth.

Sanyo said yesterday that it expects its after-tax profit for the 1980 business year to increase by about 32 per cent to ¥20bn from ¥15.12bn last year, on sales of ¥767bn, up from ¥584bn. The anticipated rise follows increased sales of audio and home heating equipment in Japan and improved export profitability. The sales total will include export sales of ¥265bn, up about 9 per cent from last year.

COMMODITIES/REVIEW OF THE WEEK Speculative fever drives copper up

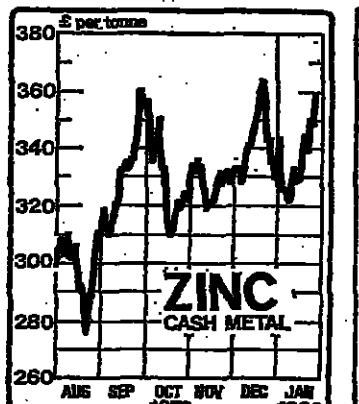
BY OUR COMMODITIES STAFF

COPPER ROSE strongly yesterday after a week of hectic trading and wildly fluctuating prices. On Monday the three months wirebars quotation jumped by \$55 to a record level of \$1,514.5, subsequently fell back to \$1,500 and last night closed at \$1,525.5 a tonne, a \$35 up on the week. Cash wirebars gained \$59 on the week to \$1,256 after reaching a peak of \$1,318.5, still well below the all-time high of \$1,400 achieved in 1974.

Mainly responsible for the rise in the market, and the wild fluctuations, was the influence of gold. Once again speculators dominated the market, with heavy purchases being interspersed by periods of substantial profit-taking sales.

The only fundamental supply-demand development was confirmation that workers at the big El Teniente mine in Chile had gone on strike over a pay claim. However, the market was not unduly worried by the build-up of speculative interest in copper, including the purchase of large quantities of cash copper that at one time drove the spot price above the three months quotation.

It is believed that some large speculators, worried by the restrictions on gold and silver trading, have decided to switch into other commodities, notably copper. This led to the New York copper market also restricting trading and this may



MARKET REPORTS BASE METALS

COPPER—Sharply higher in hectic trading on the London Metal Exchange. After opening at \$1,220 and rising to \$1,250, the market was driven to \$1,525.5 by the end of the day. The buying pressure was aggressive, with many orders being filled. The market was driven to \$1,525.5 by the end of the day. The buying pressure was aggressive, with many orders being filled. The market was driven to \$1,525.5 by the end of the day. The buying pressure was aggressive, with many orders being filled.

Wirebars	3 months	6 months	12 months
Cash	1514.5	1256.0	1256.0
3 months	1514.5	1256.0	1256.0
6 months	1256.0	1256.0	1256.0
12 months	1256.0	1256.0	1256.0

COFFEE

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
March	144.50	+0.50
April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
March	144.50	+0.50
April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

AMERICAN MARKETS

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
March	144.50	+0.50
April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
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May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

INDICES

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
March	144.50	+0.50
April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
March	144.50	+0.50
April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

DOW JONES

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
March	144.50	+0.50
April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
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April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

WEEKLY PRICE CHANGES

Commodity	1979/80	High	Low
Aluminum	2770.81	2710	2710
Copper	1514.5	1514.5	1514.5
Gold	280.00	280.00	280.00
Lead	280.00	280.00	280.00
Nickel	280.00	280.00	280.00
Platinum	280.00	280.00	280.00
Silver	280.00	280.00	280.00
Steel	280.00	280.00	280.00
Wheat	280.00	280.00	280.00
Yield	280.00	280.00	280.00

Wool futures

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
March	144.50	+0.50
April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

Month	Price	Change
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August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

Cotton

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
March	144.50	+0.50
April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

Month	Price	Change
January	144.50	+0.50
February	144.50	+0.50
March	144.50	+0.50
April	144.50	+0.50
May	144.50	+0.50
June	144.50	+0.50
July	144.50	+0.50
August	144.50	+0.50
September	144.50	+0.50
October	144.50	+0.50
November	144.50	+0.50
December	144.50	+0.50

Soybean meal

January	Three months	\$2,185. 30,
200. 30,	60 50, 30	70 30,
50, 70,	Carls	\$2,180. 70.

SILVER

Silver was fixed £1,005 in ounce for spot delivery in the London market on March 2 at £18,005. U.S. cent equivalents of the fixing were: spot \$38.3, down \$3.2; three-month \$37.67, down \$2.62; six-month \$37.54, down \$2.55; and 12-month \$37.42, down \$2.42. The total opened at £18.65-17.55 (\$36-40) and closed at £18.65-17.20 (\$37.39).

SILVER per 100 oz.	Bullion filing price	+ or -	L.M.E. p.m. Unofficial	+ or -
1680.85	p-140		1680p	-80

AUTHORISED UNIT TRUSTS

[illegible]

Meadell H. Management Ltd.		(0438) 5610
St. George's War, Swanton		
Growth Units	56.3	56.7 +3.8 - 4.8
Meyflower Management Co. Ltd.		
10, St. George's War, Swanton		
Income Jan. 52	10.0	01-606 805
Accum. Units	10.0	
Merrill Lynch & Co.		
30, Green St., E22P 22B		01-600 445
Income Jan. 52	10.0	
Accum. Units	10.0	
Midland Bank Group		
Unit Trust Managers Ltd. (a)		
10, St. George's War, Swanton		01-742 700
Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
10, St. George's War, Swanton		01-742 700
Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
10, St. George's War, Swanton		01-742 700
Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
10, St. George's War, Swanton		01-742 700
Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
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Income Jan. 52	10.0	
Accum. Units	10.0	
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
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Accum. Units	10.0	
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Accum. Units	10.0	
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Accum. Units	10.0	
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Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
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Accum. Units	10.0	
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Accum. Units	10.0	
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
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Accum. Units	10.0	
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Accum. Units	10.0	
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Accum. Units	10.0	
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Accum. Units	10.0	
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Accum. Units	10.0	
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Accum. Units	10.0	
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Income Jan. 52	10.0	
Accum. Units	10.0	
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Accum. Units	10.0	
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Accum. Units	10.0	
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Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
10, St. George's War, Swanton		01-742 700
Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
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Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
10, St. George's War, Swanton		01-742 700
Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
10, St. George's War, Swanton		01-742 700
Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
10, St. George's War, Swanton		01-742 700
Income Jan. 52	10.0	
Accum. Units	10.0	
Mitsubishi Bank Ltd.		
10, St. George's War,		

[illegible][illegible][illegible][illegible][illegible]

INSURANCE PROPERTY BONDS

[illegible][illegible]

NPI Pensions Management Ltd			
96 Grosvenor St, EC2A 3BH	01-623-4343		
Prices Jan 2, 1987 dealing Feb 1			
New Zealand Ins. Co. (UK) Ltd			
Maritime House, Southport SS1 2AS	0702 66 66		
Gen. Inv. Plan	83.9	165.4	
Equity Plan	114.5	170.7	+5.3
American	114.5	170.7	+5.3
Property	114.5	170.7	+5.3
High Inc. Equity	114.5	170.7	+5.3
Deposits	107.1	169.7	+6.6
Norwich Union Insurance Group			
PO Box 4, Norwich NR1 3NG	0603 22 22		
Investment Fund	126.3	266.7	+14.1
Long Term Fund	126.3	266.7	+14.1
Property Fund	126.3	266.7	+14.1
Equity Fund	126.3	266.7	+14.1
Deposits	126.3	266.7	+14.1
Rep. Unit Jan. 15	217.5		
Phoenix Assurance Co. Ltd.			
100 William St, EC2A 3BH	01-626-6666		
World Acc.	121.9	128.4	
World Acc.	121.9	128.4	
World Acc.	121.9	128.4	
Planned Savings Group			
25 Waterloo London, EC4A 2AB	01-936 00 00		
1st Investment	121.9	241.7	+4.2
2nd Investment	121.9	241.7	+4.2
3rd Investment	121.9	241.7	+4.2
4th Investment	121.9	241.7	+4.2
5th Investment	121.9	241.7	+4.2
6th Investment	121.9	241.7	+4.2
7th Investment	121.9	241.7	+4.2
8th Investment	121.9	241.7	+4.2
9th Investment	121.9	241.7	+4.2
10th Investment	121.9	241.7	+4.2
11th Investment	121.9	241.7	+4.2
12th Investment	121.9	241.7	+4.2
13th Investment	121.9	241.7	+4.2
14th Investment	121.9	241.7	+4.2
15th Investment	121.9	241.7	+4.2
16th Investment	121.9	241.7	+4.2
17th Investment	121.9	241.7	+4.2
18th Investment	121.9	241.7	+4.2
19th Investment	121.9	241.7	+4.2
20th Investment	121.9	241.7	+4.2
21st Investment	121.9	241.7	+4.2
22nd Investment	121.9	241.7	+4.2
23rd Investment	121.9	241.7	+4.2
24th Investment	121.9	241.7	+4.2
25th Investment	121.9	241.7	+4.2
26th Investment	121.9	241.7	+4.2
27th Investment	121.9	241.7	+4.2
28th Investment	121.9	241.7	+4.2
29th Investment	121.9	241.7	+4.2
30th Investment	121.9	241.7	+4.2
31st Investment	121.9	241.7	+4.2
32nd Investment	121.9	241.7	+4.2
33rd Investment	121.9	241.7	+4.2
34th Investment	121.9	241.7	+4.2
35th Investment	121.9	241.7	+4.2
36th Investment	121.9	241.7	+4.2
37th Investment	121.9	241.7	+4.2
38th Investment	121.9	241.7	+4.2
39th Investment	121.9	241.7	+4.2
40th Investment	121.9	241.7	+4.2
41st Investment	121.9	241.7	+4.2
42nd Investment	121.9	241.7	+4.2
43rd Investment	121.9	241.7	+4.2
44th Investment	121.9	241.7	+4.2
45th Investment	121.9	241.7	+4.2
46th Investment	121.9	241.7	+4.2
47th Investment	121.9	241.7	+4.2
48th Investment	121.9	241.7	+4.2
49th Investment	121.9	241.7	+4.2
50th Investment	121.9	241.7	+4.2
51st Investment	121.9	241.7	+4.2
52nd Investment	121.9	241.7	+4.2
53rd Investment	121.9	241.7	+4.2
54th Investment	121.9	241.7	+4.2
55th Investment	121.9	241.7	+4.2
56th Investment	121.9	241.7	+4.2
57th Investment	121.9	241.7	+4.2
58th Investment	121.9	241.7	+4.2
59th Investment	121.9	241.7	+4.2
60th Investment	121.9	241.7	+4.2
61st Investment	121.9	241.7	+4.2
62nd Investment	121.9	241.7	+4.2
63rd Investment	121.9	241.7	+4.2
64th Investment	121.9	241.7	+4.2
65th Investment	121.9	241.7	+4.2
66th Investment	121.9	241.7	+4.2
67th Investment	121.9	241.7	+4.2
68th Investment	121.9	241.7	+4.2
69th Investment	121.9	241.7	+4.2
70th Investment	121.9	241.7	+4.2
71st Investment	121.9	241.7	+4.2
72nd Investment	121.9	241.7	+4.2
73rd Investment	121.9	241.7	+4.2
74th Investment	121.9	241.7	+4.2
75th Investment	121.9	241.7	+4.2
76th Investment	121.9	241.7	+4.2
77th Investment	121.9	241.7	+4.2
78th Investment	121.9	241.7	+4.2
79th Investment	121.9	241.7	+4.2
80th Investment	121.9	241.7	+4.2
81st Investment	121.9	241.7	+4.2
82nd Investment	121.9	241.7	+4.2
83rd Investment	121.9	241.7	+4.2
84th Investment	121.9	241.7	+4.2
85th Investment	121.9	241.7	+4.2
86th Investment	121.9	241.7	+4.2
87th Investment	121.9	241.7	+4.2
88th Investment	121.9	241.7	+4.2
89th Investment	121.9	241.7	+4.2
90th Investment	121.9	241.7	+4.2
91st Investment	121.9	241.7	+4.2
92nd Investment	121.9	241.7	+4.2
93rd Investment	121.9	241.7	+4.2
94th Investment	121.9	241.7	+4.2
95th Investment	121.9	241.7	+4.2
96th Investment	121.9	241.7	+4.2
97th Investment	121.9	241.7	+4.2
98th Investment	121.9	241.7	+4.2
99th Investment	121.9	241.7	+4.2
100th Investment	121.9	241.7	+4.2
Prudential Assurance Co. Ltd.			
119 Cannon Street, W1A 3PS	01-486 00 00		
Prop. Plan	121.9	241.7	+4.2
Equity Plan	121.9	241.7	+4.2
Deposits	121.9	241.7	+4.2
Rep. Unit Jan. 15	217.5		
Property Growth Assur. Co. Ltd.			
25 Waterloo London, EC4A 2AB	01-936 00 00		
1st Investment	121.9	241.7	+4.2
2nd Investment	121.9	241.7	+4.2
3rd Investment	121.9	241.7	+4.2
4th Investment	121.9	241.7	+4.2
5th Investment	121.9	241.7	+4.2
6th Investment	121.9	241.7	+4.2
7th Investment	121.9	241.7	+4.2
8th Investment	121.9	241.7	+4.2
9th Investment	121.9	241.7	+4.2
10th Investment	121.9	241.7	+4.2
11th Investment	121.9	241.7	+4.2
12th Investment	121.9	241.7	+4.2
13th Investment	121.9	241.7	+4.2
14th Investment	121.9	241.7	+4.2
15th Investment	121.9	241.7	+4.2
16th Investment	121.9	241.7	+4.2
17th Investment	121.9	241.7	+4.2
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26th Investment	121.9	241.7	+4.2
27th Investment	121.9	241.7	+4.2
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32nd Investment	121.9	241.7	+4.2
33rd Investment	121.9	241.7	+4.2
34th Investment	121.9	241.7	+4.2
35th Investment	121.9	241.7	+4.2
36th Investment	121.9	241.7	+4.2
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48th Investment	121.9	241.7	+4.2
49th Investment	121.9	241.7	+4.2
50th Investment	121.9	241.7	+4.2
51st Investment	121.9	241.7	+4.2
52nd Investment	121.9	241.7	+4.2
53rd Investment	121.9	241.7	+4.2
54th Investment	121.9	241.7	+4.2
55th Investment	121.9	241.7	+4.2
56th Investment	121.9	241.7	+4.2
57th Investment	121.9	241.7	+4.2
58th Investment	121.9	241.7	+4.2
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68th Investment	121.9	241.7	+4.2
69th Investment	121.9	241.7	+4.2
70th Investment	121.9	241.7	+4.2
71st Investment	121.9	241.7	+4.2
72nd Investment	121.9	241.7	+4.2
73rd Investment	121.9	241.7	+4.2
74th Investment	121.9	241.7	+4.2
75th Investment	121.9	241.7	+4.2
76th Investment	121.9	241.7	+4.2
77th Investment	121.9	241.7	+4.2
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89th Investment	121.9	241.7	+4.2
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94th Investment	121.9	241.7	+4.2
95th Investment	121.9	241.7	+4.2
96th Investment	121.9	241.7	+4.2
97th Investment	121.9	241.7	+4.2
98th Investment	121.9	241.7	+4.2
99th Investment	121.9	241.7	+4.2
100th Investment	121.9	241.7	+4.2
Provident Capital Life Ass. Co. Ltd.			
20 Abchurch Lane, W1E 2PG	01-749 92 92		
Gen. Inv. Plan	121.9	241.7	+4.2
Equity Plan	121.9	241.7	+4.2
Deposits	121.9	241.7	+4.2
Rep. Unit Jan. 15	217.5		
Provincial Life Assurance Co. Ltd.			
222 Bishopsgate, EC2A 3EG	01-247 66 66		
Prop. Plan	121.9	241.7	+4.2
Equity Plan	121.9	241.7	+4.2
Deposits	121.9	241.7	+4.2
Rep. Unit Jan. 15	217.5		
Prudential Pensions Limited			
119 Cannon Street, W1A 3PS	01-486 00 00		
Prop. Plan	121.9	241.7	+4.2
Equity Plan	121.9	241.7	+4.2
Deposits	121.9	241.7	+4.2
Rep. Unit Jan. 15	217.5		
Realtime Mutual			
Trinity House, Kent	0892 22 22		
Prop. Plan	121.9	241.7	+4.2
Realtime Asset Management			
St. Stephen's Lane, London EC4A 3DF	01-626 66 66		
N.E. Prop. Plan	121.9	241.7	+4.2
Rep. Unit Jan. 15	217.5		
Royal Insurance Group			
New West Place, Liverpool	053-227 44 44		
Royal Shared Plan	121.9	241.7	+4.2
Save & Prosper Group			
119 Cannon Street, W1A 3PS	01-486 00 00		
Prop. Plan	121.9	241.7	+4.2
Equity Plan	121.9	241.7	+4.2
Deposits	121.9	241.7	+4.2
Rep. Unit Jan. 15	217.5		
St. James's Place			
119 Cannon Street, W1A 3PS	01-486 00 00		
Prop. Plan	121.9	241.7	+4.2
Equity Plan	121.9	241.7	+4.2
Deposits	121.9	241.7	+4.2
Rep. Unit Jan. 15	217.5		

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OFFSHORE & OVERSEAS FUNDS

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THE SCOTCH
OF A LIFETIME

**The
Buchanan
Blend**

A black and white photograph of a bottle of Buchanan's Scotch Whisky. The bottle is dark with a light-colored label that features the brand name and a crest. The bottle is positioned on the right side of the advertisement, next to the main text.

FT SHARE INFORMATION SERVICE

FOOD, GROCERIES—Cont.

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

93%	Treasury Sec 1360-81	99%	9.05	158%	1.58
92%	Treasury Sec 1360-82	98%	9.09	161%	1.61
91%	Treasury Sec 1360-83	97%	9.13	164%	1.64
90%	Treasury Sec 1360-84	96%	9.17	167%	1.67
89%	Treasury Sec 1360-85	95%	9.21	170%	1.70
88%	Treasury Sec 1360-86	94%	9.25	173%	1.73
87%	Treasury Sec 1360-87	93%	9.29	176%	1.76
86%	Treasury Sec 1360-88	92%	9.33	179%	1.79
85%	Treasury Sec 1360-89	91%	9.37	182%	1.82
84%	Treasury Sec 1361-24	90%	9.41	185%	1.85
83%	Exch. 84-04-01	89%	9.45	188%	1.88
82%	Exch. 84-04-02	88%	9.49	191%	1.91
81%	Treasury Sec 1361-24	87%	9.53	194%	1.94
80%	Exch. 84-04-01	86%	9.57	197%	1.97
79%	Treasury Sec 1361-24	85%	9.61	200%	2.00
78%	Exch. 84-04-02	84%	9.65	203%	2.03
77%	Treasury Sec 1361-24	83%	9.69	206%	2.06
76%	Exch. 84-04-01	82%	9.73	209%	2.09
75%	Treasury Sec 1361-24	81%	9.77	212%	2.12
74%	Exch. 84-04-02	80%	9.81	215%	2.15
73%	Treasury Sec 1361-24	79%	9.85	218%	2.18
72%	Exch. 84-04-01	78%	9.89	221%	2.21
71%	Treasury Sec 1361-24	77%	9.93	224%	2.24
70%	Exch. 84-04-02	76%	9.97	227%	2.27
69%	Treasury Sec 1361-24	75%	10.01	230%	2.30
68%	Exch. 84-04-01	74%	10.05	233%	2.33
67%	Treasury Sec 1361-24	73%	10.09	236%	2.36
66%	Exch. 84-04-02	72%	10.13	239%	2.39
65%	Treasury Sec 1361-24	71%	10.17	242%	2.42
64%	Exch. 84-04-01	70%	10.21	245%	2.45
63%	Treasury Sec 1361-24	69%	10.25	248%	2.48
62%	Exch. 84-04-02	68%	10.29	251%	2.51
61%	Treasury Sec 1361-24	67%	10.33	254%	2.54
60%	Exch. 84-04-01	66%	10.37	257%	2.57
59%	Treasury Sec 1361-24	65%	10.41	260%	2.60
58%	Exch. 84-04-02	64%	10.45	263%	2.63
57%	Treasury Sec 1361-24	63%	10.49	266%	2.66
56%	Exch. 84-04-01	62%	10.53	269%	2.69
55%	Treasury Sec 1361-24	61%	10.57	272%	2.72
54%	Exch. 84-04-02	60%	10.61	275%	2.75
53%	Treasury Sec 1361-24	59%	10.65	278%	2.78
52%	Exch. 84-04-01	58%	10.69	281%	2.81
51%	Treasury Sec 1361-24	57%	10.73	284%	2.84
50%	Exch. 84-04-02	56%	10.77	287%	2.87
49%	Treasury Sec 1361-24	55%	10.81	290%	2.90
48%	Exch. 84-04-01	54%	10.85	293%	2.93
47%	Treasury Sec 1361-24	53%	10.89	296%	2.96
46%	Exch. 84-04-02	52%	10.93	299%	2.99
45%	Treasury Sec 1361-24	51%	10.97	302%	3.02
44%	Exch. 84-04-01	50%	11.01	305%	3.05
43%	Treasury Sec 1361-24	49%	11.05	308%	3.08
42%	Exch. 84-04-02	48%	11.09	311%	3.11
41%	Treasury Sec 1361-24	47%	11.13	314%	3.14
40%	Exch. 84-04-01	46%	11.17	317%	3.17
39%	Treasury Sec 1361-24	45%	11.21	320%	3.20
38%	Exch. 84-04-02	44%	11.25	323%	3.23
37%	Treasury Sec 1361-24	43%	11.29	326%	3.26
36%	Exch. 84-04-01	42%	11.33	329%	3.29
35%	Treasury Sec 1361-24	41%	11.37	332%	3.32
34%	Exch. 84-04-02	40%	11.41	335%	3.35
33%	Treasury Sec 1361-24	39%	11.45	338%	3.38
32%	Exch. 84-04-01	38%	11.49	341%	3.41
31%	Treasury Sec 1361-24	37%	11.53	344%	3.44
30%	Exch. 84-04-02	36%	11.57	347%	3.47
29%	Treasury Sec 1361-24	35%	11.61	350%	3.50
28%	Exch. 84-04-01	34%			

Five to Fifteen Years					
98%	Treasury Sec 1365-85	100%	10.01	148%	1.48
97%	Exch. 12-15-93-85	99%	10.05	151%	1.51
96%	Treasury Sec 1365-85	98%	10.09	154%	1.54
95%	Exch. 12-15-93-85	97%	10.13	157%	1.57
94%	Treasury Sec 1365-85	96%	10.17	160%	1.60
93%	Exch. 12-15-93-85	95%	10.21	163%	1.63
92%	Treasury Sec 1365-85	94%	10.25	166%	1.66
91%	Exch. 12-15-93-85	93%	10.29	169%	1.69
90%	Treasury Sec 1365-85	92%	10.33	172%	1.72
89%	Exch. 12-15-93-85	91%	10.37	175%	1.75
88%	Treasury Sec 1365-85	90%	10.41	178%	1.78
87%	Exch. 12-15-93-85	89%	10.45	181%	1.81
86%	Treasury Sec 1365-85	88%	10.49	184%	1.84
85%	Exch. 12-15-93-85	87%	10.53	187%	1.87
84%	Treasury Sec 1365-85	86%	10.57	190%	1.90
83%	Exch. 12-15-93-85	85%	10.61	193%	1.93
82%	Treasury Sec 1365-85	84%	10.65	196%	1.96
81%	Exch. 12-15-93-85	83%	10.69	199%	1.99
80%	Treasury Sec 1365-85	82%	10.73	202%	2.02
79%	Exch. 12-15-93-85	81%	10.77	205%	2.05
78%	Treasury Sec 1365-85	80%	10.81	208%	2.08
77%	Exch. 12-15-93-85	79%	10.85	211%	2.11
76%	Treasury Sec 1365-85	78%	10.89	214%	2.14
75%	Exch. 12-15-93-85	77%	10.93	217%	2.17
74%	Treasury Sec 1365-85	76%	10.97	220%	2.20
73%	Exch. 12-15-93-85	75%	11.01	223%	2.23
72%	Treasury Sec 1365-85	74%	11.05	226%	2.26
71%	Exch. 12-15-93-85	73%	11.09	229%	2.29
70%	Treasury Sec 1365-85	72%	11.13	232%	2.32
69%	Exch. 12-15-93-85	71%	11.17	235%	2.35
68%	Treasury Sec 1365-85	70%	11.21	238%	2.38
67%	Exch. 12-15-93-85	69%	11.25	241%	2.41
66%	Treasury Sec 1365-85	68%	11.29	244%	2.44
65%	Exch. 12-15-93-85	67%	11.33	247%	2.47
64%	Treasury Sec 1365-85	66%	11.37	250%	2.50
63%	Exch. 12-15-93-85	65%	11.41	253%	2.53
62%	Treasury Sec 1365-85	64%	11.45	256%	2.56
61%	Exch. 12-15-93-85	63%	11.49	259%	2.59
60%	Treasury Sec 1365-85	62%	11.53	262%	2.62
59%	Exch. 12-15-93-85	61%	11.57	265%	2.65
58%	Treasury Sec 1365-85	60%	11.61	268%	2.68
57%	Exch. 12-15-93-85	59%	11.65	271%	2.71
56%	Treasury Sec 1365-85	58%	11.69	274%	2.74
55%	Exch. 12-15-93-85	57%	11.73	277%	2.77
54%	Treasury Sec 1365-85	56%	11.77	280%	2.80
53%	Exch. 12-15-93-85	55%	11.81	283%	2.83
52%	Treasury Sec 1365-85	54%	11.85	286%	2.86
51%	Exch. 12-15-93-85	53%	11.89	289%	2.89
50%	Treasury Sec 1365-85	52%	11.93	292%	2.92
49%	Exch. 12-15-93-85	51%	11.97	295%	2.95
48%	Treasury Sec 1365-85	50%	12.01	298%	2.98
47%	Exch. 12-15-93-85	49%	12.05	301%	3.01
46%	Treasury Sec 1365-85	48%	12.09	304%	3.04
45%	Exch. 12-15-93-85	47%	12.13	307%	3.07
44%	Treasury Sec 1365-85	46%	12.17	310%	3.10
43%	Exch. 12-15-93-85	45%	12.21	313%	3.13
42%	Treasury Sec 1365-85	44%	12.25	316%	3.16
41%	Exch. 12-15-93-85	43%	12.29	319%	3.19
40%	Treasury Sec 1365-85	42%	12.33	322%	3.22
39%	Exch. 12-15-93-85	41%	12.37	325%	3.25
38%	Treasury Sec 1365-85	40%	12.41	328%	3.28
37%	Exch. 12-15-93-85	39%	12.45	331%	3.31
36%	Treasury Sec 1365-85	38%	12.49	334%	3.34
35%	Exch. 12-15-93-85	37%	12.53	337%	3.37
34%	Treasury Sec 1365-85	36%	12.57	340%	3.40
33%	Exch. 12-15-93-85	35%	12.61	343%	3.43
32%	Treasury Sec 1365-85	34%	12.65	346%	3.46
31%	Exch. 12-15-93-85	33%	12.69	349%	3.49
30%	Treasury Sec 1365-85	32%	12.73	352%	3.52
29%	Exch. 12-15-93-85	31%	12.77	355%	3.55
28%	Treasury Sec 1365-85	30%	12.81	358%	3.58
27%	Exch. 12-15-93-85	29%	12.85	361%	3.61
26%	Treasury Sec 1365-85	28%	12.89	364%	3.64
25%	Exch. 12-15-93-85	27%	12.93	367%	3.67
24%	Treasury Sec 1365-85	26%	12.97	370%	3.70
23%	Exch. 12-15-93-85	25%	13.01	373%	3.73
22%	Treasury Sec 1365-85	24%	13.05	376%	3.76
21%	Exch. 12-15-93-85	23%	13.09	379%	3.79
20%	Treasury Sec 1365-85	22%	13.13	382%	3.82
19%	Exch. 12-15-93-85	21%	13.17	385%	3.85
18%	Treasury Sec 1365-85	20%	13.21	388%	3.88
17%	Exch. 12-15-93-85	19%	13.25	391%	3.91
16%	Treasury Sec 1365-85	18%	13.29	394%	3.94
15%	Exch. 12-15-93-85	17%	13.33	397%	3.97
14%	Treasury Sec 1365-85	16%	13.37	400%	4.00
13%	Exch. 12-15-93-85	15%	13.41	403%	4.03
12%	Treasury Sec 1365-85	14%	13.45	406%	4.06
11%	Exch. 12-15-93-85	13%	13.49	409%	4.09
10%	Treasury Sec 1365-85	12%	13.53	412%	4.12
9%	Exch. 12-15-93-85	11%	13.57	415%	4.15
8%	Treasury Sec 1365-85	10%	13.61	418%	4.18
7%	Exch. 12-15-93-85	9%	13.65	421%	4.21
6%	Treasury Sec 1365-85	8%	13.69	424%	4.24
5%	Exch. 12-15-93-85	7%	13.73	427%	4.27
4%	Treasury Sec 1365-85	6%	13.77	430%	4.30
3%	Exch. 12-15-93-85	5%	13.81	433%	4.33
2%	Treasury Sec 1365-85	4%	13.85	436%	4.36
1%	Exch. 12-15-93-85	3%	13.89	439%	4.39
0%	Treasury Sec 1365-85	2%	13.93	442%	4.42
	Exch. 12-15-93-85	1%	13.97	445%	4.45

FOREIGN BONDS & RAILS

375-40	Stock	Price	+ -	% of	Ref.
Low		£		Gross	Wtd
22	Antofagasta Ry...	56	+3		
27	Do. Snc Pref	56			
30	Chileno Indus	57			3.3
31	Chileno Indus 1898	57			
27	Do. Snc 1912	57			
30	Do. Snc 1913	57			
30	Do. Snc 1925 Bazar	44			
30	Green Trc Asp	32		40	
35	Green Trc Asp	35			18.5
42	Do Snc 25 Stab. As	35			4
42	Do Snc Mixed As	36			1.2
45	Green 74 As	53			7.8
45	Green 74 As 1912	53			15
78	Ireland Paper 21.43	84		7 1/2	13
69	Do 94pc 91-96	84			13.5
220	Do 94pc 91-96	220			13.5
135	Pern As 3pc	155		6	
135	S. L. G. Snc 1900	155		6	7.2
22 DM17	Turin G. Snc 1904	DM172		6 1/2	2.8
95	Uruguay 3pc	96		6 1/2	3.8

AMERICANS

[illegible]**BANKS & HP—Continued**[illegible]

CHEMICALS, PLASTICS—Cont.

[illegible]

ENGINEERING—Continued

[illegible]

DRAPERY AND STORES

26	Amber Day 20p	37	37	37	12.8
27	Acquascent 3p	38	38	38	12.8
28	Amber Day 20p	39	39	39	12.7
29	Amber Day 20p	40	40	40	12.8
30	Amber Day 20p	41	41	41	12.8
31	Amber Day 20p	42	42	42	12.8
32	Amber Day 20p	43	43	43	12.8
33	Amber Day 20p	44	44	44	12.8
34	Amber Day 20p	45	45	45	12.8
35	Amber Day 20p	46	46	46	12.8
36	Amber Day 20p	47	47	47	12.8
37	Amber Day 20p	48	48	48	12.8
38	Amber Day 20p	49	49	49	12.8
39	Amber Day 20p	50	50	50	12.8
40	Amber Day 20p	51	51	51	12.8
41	Amber Day 20p	52	52	52	12.8
42	Amber Day 20p	53	53	53	12.8
43	Amber Day 20p	54	54	54	12.8
44	Amber Day 20p	55	55	55	12.8
45	Amber Day 20p	56	56	56	12.8
46	Amber Day 20p	57	57	57	12.8
47	Amber Day 20p	58	58	58	12.8
48	Amber Day 20p	59	59	59	12.8
49	Amber Day 20p	60	60	60	12.8
50	Amber Day 20p	61	61	61	12.8
51	Amber Day 20p	62	62	62	12.8
52	Amber Day 20p	63	63	63	12.8
53	Amber Day 20p	64	64	64	12.8
54	Amber Day 20p	65	65	65	12.8
55	Amber Day 20p	66	66	66	12.8
56	Amber Day 20p	67	67	67	12.8
57	Amber Day 20p	68	68	68	12.8
58	Amber Day 20p	69	69	69	12.8
59	Amber Day 20p	70	70	70	12.8
60	Amber Day 20p	71	71	71	12.8
61	Amber Day 20p	72	72	72	12.8
62	Amber Day 20p	73	73	73	12.8
63	Amber Day 20p	74	74	74	12.8
64	Amber Day 20p	75	75	75	12.8
65	Amber Day 20p	76	76	76	12.8
66	Amber Day 20p	77	77	77	12.8
67	Amber Day 20p	78	78	78	12.8
68	Amber Day 20p	79	79	79	12.8
69	Amber Day 20p	80	80	80	12.8
70	Amber Day 20p	81	81	81	12.8
71	Amber Day 20p	82	82	82	12.8
72	Amber Day 20p	83	83	83	12.8
73	Amber Day 20p	84	84	84	12.8
74	Amber Day 20p	85	85	85	12.8
75	Amber Day 20p	86	86	86	12.8
76	Amber Day 20p	87	87	87	12.8
77	Amber Day 20p	88	88	88	12.8
78	Amber Day 20p	89	89	89	12.8
79	Amber Day 20p	90	90	90	12.8
80	Amber Day 20p	91	91	91	12.8
81	Amber Day 20p	92	92	92	12.8
82	Amber Day 20p	93	93	93	12.8
83	Amber Day 20p	94	94	94	12.8
84	Amber Day 20p	95	95	95	12.8
85	Amber Day 20p	96	96	96	12.8
86	Amber Day 20p	97	97	97	12.8
87	Amber Day 20p	98	98	98	12.8
88	Amber Day 20p	99	99	99	12.8
89	Amber Day 20p	100	100	100	12.8

BEERS, WINES AND SPIRITS

126	Allied Bros.	77	50	127	12	130	12	133	12
127	Am. Dist. Pr. Inc.	77	50	128	12	131	12	134	12
128	Am. Home Pr.	77	50	129	12	132	12	135	12
129	Bellman Bros.	77	50	130	12	133	12	136	12
130	Bellman Bros.	77	50	131	12	134	12	137	12
131	Bel's Barber Shop	77	50	132	12	135	12	138	12
132	Bellman Bros.	77	50	133	12	136	12	139	12
133	Borden Bros.	77	50	134	12	137	12	140	12
134	Borden Bros.	77	50	135	12	138	12	141	12
135	Borden Bros.	77	50	136	12	139	12	142	12
136	Borden Bros.	77	50	137	12	140	12	143	12
137	Borden Bros.	77	50	138	12	141	12	144	12
138	Borden Bros.	77	50	139	12	142	12	145	12
139	Borden Bros.	77	50	140	12	143	12	146	12
140	Borden Bros.	77	50	141	12	144	12	147	12
141	Borden Bros.	77	50	142	12	145	12	148	12
142	Borden Bros.	77	50	143	12	146	12	149	12
143	Borden Bros.	77	50	144	12	147	12	150	12
144	Borden Bros.	77	50	145	12	148	12	151	12
145	Borden Bros.	77	50	146	12	149	12	152	12
146	Borden Bros.	77	50	147	12	150	12	153	12
147	Borden Bros.	77	50	148	12	151	12	154	12
148	Borden Bros.	77	50	149	12	152	12	155	12
149	Borden Bros.	77	50	150	12	153	12	156	12
150	Borden Bros.	77	50	151	12	154	12	157	12
151	Borden Bros.	77	50	152	12	155	12	158	12
152	Borden Bros.	77	50	153	12	156	12	159	12
153	Borden Bros.	77	50	154	12	157	12	160	12
154	Borden Bros.	77	50	155	12	158	12	161	12
155	Borden Bros.	77	50	156	12	159	12	162	12
156	Borden Bros.	77	50	157	12	160	12	163	12
157	Borden Bros.	77	50	158	12	161	12	164	12
158	Borden Bros.	77	50	159	12	162	12	165	12
159	Borden Bros.	77	50	160	12	163	12	166	12
160	Borden Bros.	77	50	161	12	164	12	167	12
161	Borden Bros.	77	50	162	12	165	12	168	12
162	Borden Bros.	77	50	163	12	166	12	169	12
163	Borden Bros.	77	50	164	12	167	12	170	12
164	Borden Bros.	77	50	165	12	168	12	171	12
165	Borden Bros.	77	50	166	12	169	12	172	12
166	Borden Bros.	77	50	167	12	170	12	173	12
167	Borden Bros.	77	50	168	12	171	12	174	12
168	Borden Bros.	77	50	169	12	172	12	175	12
169	Borden Bros.	77	50	170	12	173	12	176	12
170	Borden Bros.	77	50	171	12	174	12		

**BUILDING INDUSTRY,
TIMBER AND ROADS**

[illegible]

CANADIANS

Contract \$2	920	+1
ova Scot.	930	+1
alley \$83	78	+1
alley	18	+1
and)	92	+1
mp. Bk. \$2	92	+1
acific \$5	15	+1
gic Deb. £100	31	+1
n Can II	45	+1
r Sid. Can II	61	+2
nger \$5	17	+1
n's Bay II	970	+1
0.00 E. C. \$2	37	+1
tal Coll	15	+1
at. Gas \$1	42	+1
ny Ferry II	40	+1
Gas \$1	13	+1
12	12	+1
am. Co. \$2	15	+1
om. Bk. \$1	18	+1
am. Pine	970	+1
	92	+1

80
356
121

\$1.48	5.8	36
\$1.32	5.8	300
\$1.64	9.3	93
100c	7.4	74
\$1.20	5.55	555
\$1.80	215	215
\$1.80	4.3	46
4%	12.9	25
\$1.60	1.3	52
80c	5.0	92
\$2.20	4.8	114.2
\$1.10	4.3	228
\$2.30	2.9	172
\$2.20	1.6	185
50c	7.0	94
—	—	134
—	—	122
\$1.50	4.3	18
\$2.40	5.8	89
\$1.10	2.4	38
\$1.36	5.3	4.8
\$1.16	4.8	—

32	8.40	100	41	12.71	2.0	11
4	Bristol Channel	5	10.36	0	11	
170	Brit. Aluminium 50p	240	11.25	3.0	7	

[illegible]

HOTELS AND CATERERS

[illegible]

INDUSTRIALS (Miscel.)

[illegible]

15	Prestwich Parlor	21	—	—	—
61	Priest (Ben)	73	16.09	23.12	—
72	Priest (Ben)	73	17.09	23.12	—

[illegible]

31	Fobiel Int. 10p	32	64	33	720	34	14	35	88
42	Fogarty (E) 30p	43	64	44	150	45	88	46	89

[illegible]**FINANCIAL TIMES**

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68	Alco F120	526					
69	Alfa Colloid 10p	125			42.54	3.2	2.8
60	Anchor Chem.	86			14.64	1.7	2.1
61	Aurora Chemicals	108			12.0	1.3	1.6
62	Bay Chem. Co. DM-50	131	+1		103.79	3.0	2.9
63	Blender Aucts.	136			12.0	1.3	1.6
64	Bonded Chemicals	136	+3		19.97	3.0	2.9
65	Bril Benzol 10p	47			12.0	1.4	1.6
66	Bril. Tar Pres. 10p	47			2.17	2.1	2.1
67	Burrell 50	47			0.1		
	For Car. Print. 10p	47		see. 01s			
43	Castalin	55			1.2	2.8	2.8
44	Castrol 7000 Lub.	55			07.95	6.2	6.2
45	Castrol 7000 Lub.	55			08.2	6.2	6.2
46	Castrol 7000 Lub.	55			08.2	5.6	5.6
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99	Castrol 7000 Lub.	55			12.0	1.3	1.6
100	Castrol 7000 Lub.	55			12.0	1.3	1.6

ENGINEERING

MACHINE TOOLS		
Ind. Prods.....	24	\$4.54
P.V. 50p.....	178	16.37
Wood 10p.....	15	F0.85
Crow.....	82	3.0
Do. 'A'.....	47	3.0
Direct Green.....	196	14.75

